

CHARLES, S. HENRY
EAGLE, CHARLES 8888, CARROLL LAEFORS FRANK
THOMAS R. SHANSON C. FOOTE 1352

ADMINISTRATIVE FILE
Associated Transport
X
X

November 15, 1962

C
O
P
Y

Mr. John Lane
Associated Transport
390 Madison Avenue
New York, New York

Dear Mr. Lane:

I thought you might be interested in the enclosed:
Special Report on Playback Progress (Part I and II)
which appeared in the November issue of Modern Railroads.

Very truly yours,

Abraham Weiss
Economist

AW:lp
Encls. (2)

ADMINISTRATIVE FILE

Associated Transport

August 23, 1962

C
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Mr. John Lane
Associated Transport
880 Madison Avenue
New York, New York

Dear John:

Enclosed is a copy of "Progress in Piggy-
back and Containerisation" by John G. Shott
published by the Public Affairs Institute.

Fraternally yours,

Abraham Weiss
Economist

AW/lp
Encl.

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Very truly yours,

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Economist

AW/lp
Encls.

Office of the General President

To: Mr. Weisa

From: James R. Hoffa

7/30/62

DATE

This is to request that copies of all studies, reports, and other publications
by your Department concerning Piggy-back be sent to John Lané at
380 Madison Avenue, New York, New York.

*Associated
Transport*

James R. Hoffa

James R. Hoffa
General President

JRH/yk

ADMINISTRATIVE FILE
Associated Transport,
Incorporated
X

February 10, 1959

Mr. Thomas E. Flynn, Chairman
Eastern Conference of Teamsters
100 Indiana Ave., N. W.
Washington, D. C.

Dear Sir and Brother:

Attached are copies of communications I have
received from Mr. Seymour, President of
Associated Transport Inc. These are for
your information.

Fraternaly yours,

James R. Hoffa,
General President

JRH/yk
Enc.

ASSOCIATED TRANSPORT INC.

380 MADISON AVENUE
NEW YORK 17, N.Y.

B. M. SEYMOUR
PRESIDENT

February 9, 1959

Mr. James Hoffa
President
International Brotherhood of Teamsters,
Chauffeurs, Warehousemen and Helpers
25 Louisiana Ave. N.W.
Washington 1 D.C.

Dear Mr. Hoffa:

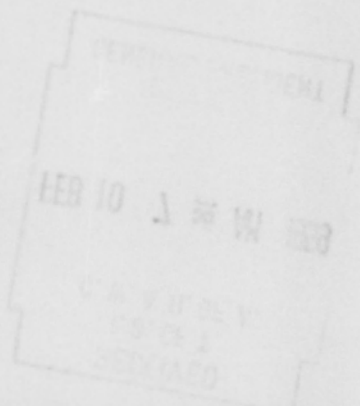
I am enclosing a copy of a letter which I have just
sent to Associated Transport's drivers and mechanics.

I feel that these men are entitled to have their
excellant work brought to your attention.

Very truly yours,

President

Enc.





ASSOCIATED TRANSPORT INC.

THE NATION'S LEADING MOTOR CARRIER SERVING THE NORTH AND SOUTH
EXECUTIVE OFFICES • 380 MADISON AVENUE • NEW YORK 17, N. Y.

TELEPHONE
MURRAY HILL 7-8800

February 9, 1959

TO ALL AT DRIVERS AND DISPATCHERS
TO ALL MECHANICS AND FOREMEN

Gentlemen:

In 1958 our equipment was driven over 91,000,000 miles, an increase of 5,000,000 miles over the preceding year and much of it under weather conditions of unprecedented severity.

The law requires that we report to the ICC every accident involving any Personal Injury and/or Property Damage exceeding \$100.00.

There were 219 accidents so reportable in 1957. In 1958 through your efforts this number was reduced to 165, a reduction of 25% and in the face of the increased mileage and the increased average age of our equipment.

The preponderance of our mileage is run in the most congested and hazardous highways and streets of the country.

I am unable to find a single accident which could properly be attributed either to a defect in the equipment or to improper dispatching resulting in excessive driving or on-duty hours and in only a small percentage of the 165 accidents was our driver clearly at fault.

During 1958 you have better than 550,000 miles per Reportable Accident and this must be one of the outstanding, if not the outstanding, records for the Trucking Industry in that year.

On behalf of Associated Transport, Inc. and on behalf of myself I commend those of you whose individual skill and pride in his work accomplished so much in the interests of and for the safety of your fellow citizens with whom you share the public highways.

Cordially,

President

cc: Interstate Commerce Commission
All AT Terminal Managers
All AT Safety Personnel
All Teamsters' Unions

Trucks bring you today's products today.

ALZ ASSOCIATED TRANSPORT I

..

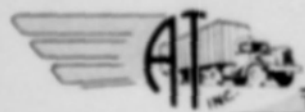
Mr. James Hoffa
President
International Brotherhood of Teamsters,
Chauffeurs, Warehousemen and Helpers
25 Louisiana Av. N.W.
Washington 1 D.C.

Hoffa:

I am enclosing a copy of a letter which I
sent to Associated Transport's terminus
I feel that

your attention - we have their

Enc.



ASSOCIATED TRANSPORT INC.

THE NATION'S LEADING MOTOR CARRIER SERVING THE NORTH AND SOUTH
EXECUTIVE OFFICES • 380 MADISON AVENUE • NEW YORK 17, N. Y.

TELEPHONE
MURRAY HILL 7-8500

February 9, 1959

TO ALL A. T. DOCKMEN, CHECKERS, FOREMEN, BILLERS
AND O S & D PERSONNEL

Gentlemen:

The efforts, alertness and reliability of most of you in performing the day-to-day task of protecting our Customers' freight from loss and damage, gave your Company a substantially improved Claim picture in 1958.

Freight claims are a loss to all - customers, employees, and A. T.

A Shipper expects his products to move to his Customers without loss and without damage. When freight is damaged or lost, everyone is put to trouble and expense. Although a Customer expects to be, and is, paid for his freight claim, he often transfers his business to another truck line.

Less freight lost or damaged means more business for your Company, and more business for your Company means more jobs and more job security for you.

The business of Associated Transport has greatly increased over a year ago. I recognize that much of this increase would not have been possible without the effective claim prevention work and cooperation of both you and that of the pick-up and delivery drivers.

I thank you for myself and for Associated Transport.

Cordially,

President

cc: All Teamsters' Unions

Trucks bring you today's products today.

Ref **WESTERN UNION** *Ref*

CT CHA390 IL P-CHATTANOOGA TENN 20 205P EST-
JAMES R. HOFFA- 02 05 20 PM 1 31

ANDREW JACKSON HOTEL NASHV-

HOPING YOU THE BEST OF LUCK THANKING YOU FOR OUR
CONTRACTS AND WORKING CONDITIONS IN THE SOUTH SINCERELY-

EMPLOYEES ASS ASSOCIATED TRANSPORT,

MARVIN MOUNT, E. MOORE, J. OELL BOBBY BRIGGERS,
BILL GRAY BILL MOUNT, C. ROUNSAVILLE, E. KEITH,
R SMITH R BERT BEARD, CLAUDE ROTHWELL,
JACK McDOWELL, J. WARREN, JOHN LIVINGSTON,
W. HASTINGS, S. SWANSON, O. BURNS W. BOLING

END 1-

ALL INFORMATION CONTAINED HEREIN IS UNCLASSIFIED

DATE

FILE

Associated Transport

CHARLES, S. HENRY
EAGLE, CHARLES 8888, CARROLL LAEFORS FRANK
THOMAS R. SHANSON C. FOOTE 1352

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JRH/yk

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100 Indiana Ave., N. W.
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JRH/yk
Enc.

ASSOCIATED TRANSPORT INC.

380 MADISON AVENUE
NEW YORK 17, N.Y.

B. M. SEYMOUR
PRESIDENT

February 9, 1959

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International Brotherhood of Teamsters,
Chauffeurs, Warehousemen and Helpers
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Dear Mr. Hoffa:

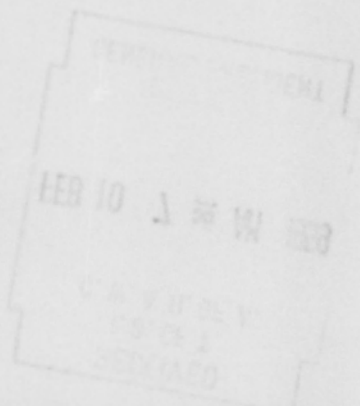
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On behalf of Associated Transport, Inc. and on behalf of myself I commend those of you whose individual skill and pride in his work accomplished so much in the interests of and for the safety of your fellow citizens with whom you share the public highways.

Cordially,

President

cc: Interstate Commerce Commission
All AT Terminal Managers
All AT Safety Personnel
All Teamsters' Unions

Trucks bring you today's products today.

ALZ ASSOCIATED TRANSPORT I

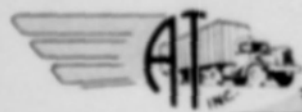
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International Brotherhood of Teamsters,
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Washington 1 D.C.

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Cordially,

President

cc: All Teamsters' Unions

Trucks bring you today's products today.

Telefun **WESTERN UNION** *Telefun*
SENDING BLANK

CALL LETTERS MDV CHARGE TO Int. Bro. Teamsters Sept. 12, 1956

☒ ADMINISTRATIVE FILE
Mr. B. M. Seymour, President *Associated Transport*
Associated Transport *X Invitation*
380 Madison Avenue
New York, New York *X*

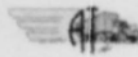
Congratulations on the opening of your new Brooklyn terminal. My sincere regrets at being unable to join with you and your associates on the occasion of your dedicating such an outstanding addition to your operations. Trust I may have a personally conducted tour of this installation at some future date. Warmest regards.

Dave Beck

ann watkins (a)
Send the above message, subject to the terms on back hereof, which are hereby agreed to

PLEASE TYPE OR WRITE PLAINLY WITHIN BORDER—DO NOT FOLD
1200—(11-4-54)

ASSOCIATED TRANSPORT INC.



380 MADISON AVENUE
NEW YORK 17, N.Y.

B. M. SEYMOUR
PRESIDENT

September 4, 1956

Mr. Dave Beck
General President
International Brotherhood of Teamsters, Chauffeurs,
Warehousemen and Helpers
25 Louisiana Avenue NW
Washington 1 DC

Dear Dave:

As you may already know, our new Brooklyn terminal is nearing completion. In fact, a formal opening is slated for Thursday, September 13th. The enclosed invitation gives full details about the affair.

As truck terminals go, it is the general consensus of opinion that this will be the finest in the country. It includes features which I think you would like to see.

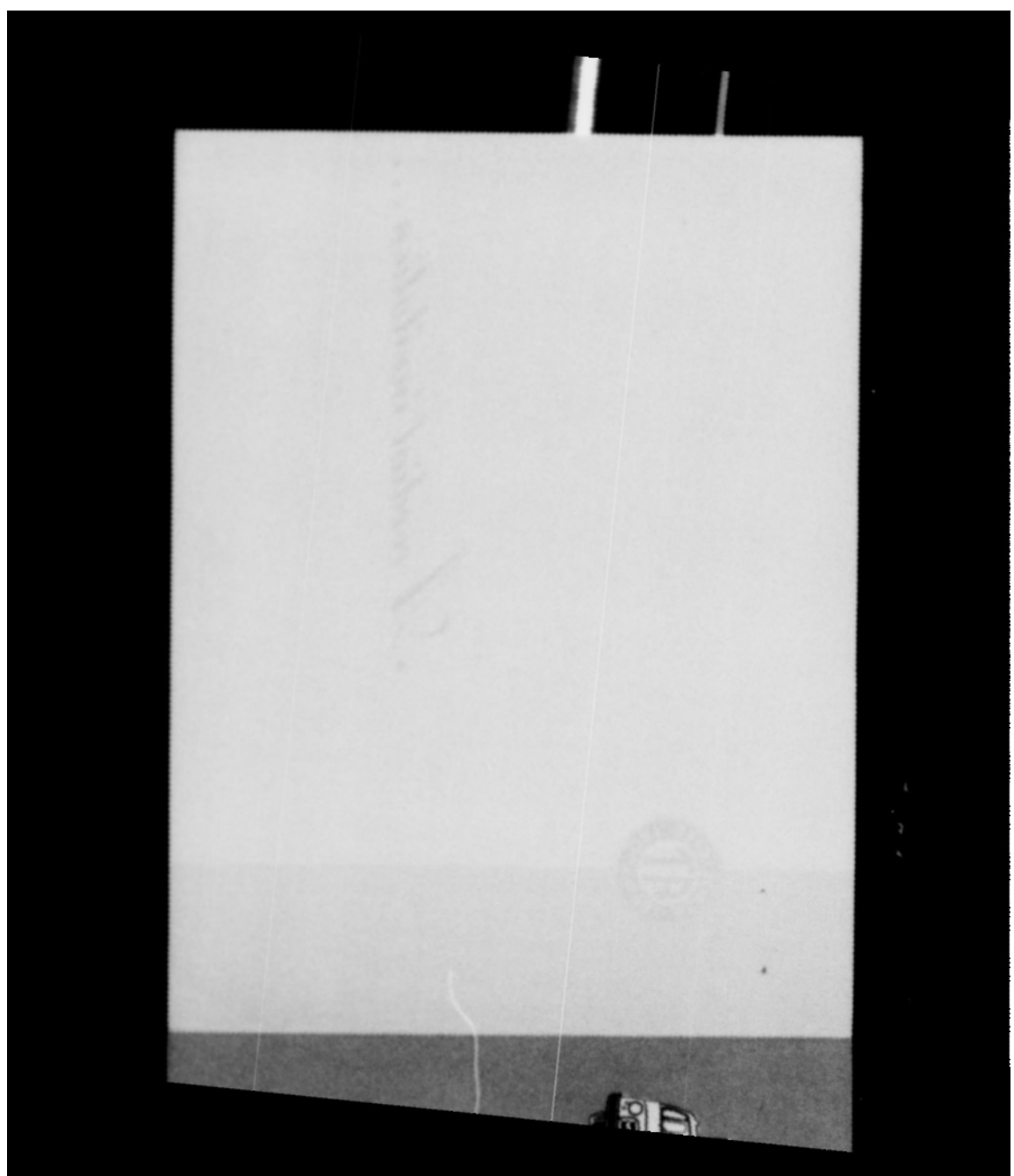
We expect a large turnout of shippers and public officials for the opening on the thirteenth. Can you be with us? I certainly hope so and would appreciate hearing from you at your convenience.

Sincerely,

President

Att.







Associated Transport, Inc.
extends to you a cordial invitation
to inspect its newest installation . . .

Eastern America's largest,
most modern truck terminal
at Greenpoint, Brooklyn, New York
11 West Street

Thursday, September 13, 1936

4:00 P. M. until 8:00 P. M.

Cocktails

Buffet Supper

R.S.V.P.

DIRECTIONS to Associated Transport's new terminal in Brooklyn, 11 West Street, Greenpoint, Brooklyn, New York

FROM MANHATTAN BY CAR —

Through the Queens Midtown Tunnel

Drive through the Tunnel, take 21st Street and Van Alst cut off, proceed three blocks to Jackson Avenue — turn left, proceed on Jackson Avenue four blocks to 11th Street — then turn left and cross bridge, continue straight seven blocks to Greenpoint Avenue — turn right, proceed to West Street — turn left, proceed four blocks to Calyer Street and the new A. T. terminal.

Over the Williamsburgh Bridge

Drive over the Bridge and take sharp right turn onto Broadway going West, proceed to Kent Avenue — turn right, proceed North along Kent Avenue — Kent Avenue runs into Franklin Street — proceed straight ahead along Franklin Street to Quay Street — turn left to West Street and the new A. T. terminal

A special coach shuttle service will be maintained for the convenience of guests. Coaches will leave from the Carey-Herta System, 41 Vanderbilt Avenue (between 43rd and 44th Streets, Grand Central Terminal side) beginning at 3:30 P.M. until 6:30 P.M. Return transportation from Brooklyn to Manhattan will also be provided.

I will attend ☐

I will be unable to attend ☐

Associated Transport's
Special Terminal Opening Party on
Thursday, September 13, 1956

I plan to use the coach service Associated will provide ☐

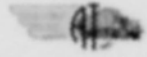
Name.....

Company.....

ADMINISTRATIVE FILE

Associated Transport Inc.

ASSOCIATED TRANSPORT INC.



THE ASSOCIATED TRANSPORT COMPANY

380 MADISON AVENUE
NEW YORK 17, N. Y.

OFFICE OF VICE PRESIDENT

September 17, 1956

Mr. Elmer O. Mohn
Asst. to the General President
International Brotherhood of Teamsters
25 Louisiana Avenue, N. W.
Washington 1, D. C.

Dear Elmer:

I appreciate your having written. I appreciate also
your good wishes.

Elmer, it has been a genuine pleasure for me to work
with you on those occasions that required our getting
together. I do hope the future will provide additional
opportunities for this.

My best wishes to you and to yours—for good health and
continued success.

Sincerely,

M. D. Kramer
M. D. Kramer

ADMINISTRATIVE FILE

Associated Transport

X

X

September 13, 1956

Mr. Milton D. Kramer, Vice President
Associated Transport, Inc.,
180 Madison Avenue
New York, N. Y.

Dear Milton:

I was very happy to receive the announcement of your election to the Vice Presidency of personnel and public relations of Associated Transport, Inc.

My heartiest congratulations and best wishes for your continued success! This is a well deserved honor and a tribute to your many outstanding accomplishments.

With warm personal regards, I am

Sincerely,

EOM:b

Einar O. Mohn, Assistant
to the General President

ASSOCIATED TRANSPORT, INC.
EXECUTIVE OFFICES
380 MADISON AVENUE
NEW YORK CITY

THE BOARD OF DIRECTORS
ANNOUNCE THE ELECTION OF
MILTON D. KRAMER
AS
VICE PRESIDENT
PERSONNEL AND PUBLIC RELATIONS

Note congrat. Kramer
Com

AUGUST 30, 1956



ASSOCIATED TRANSPORT INC.

THE NATION'S LEADING MOTOR CARRIER SERVING THE NORTH AND SOUTH
EXECUTIVE OFFICES • 380 MADISON AVENUE • NEW YORK 17, N. Y.

TELEPHONE
MURRAY HILL 7-8900

June 28, 1956

ADMINISTRATIVE FILE

Associated Transport

Miss Anne Watkins
c/o International Brotherhood of Teamsters,
Chauffeurs, Warehousemen & Helpers
25 Louisiana Ave.
Washington 1 D.C.

Dear Anna:

Mr. Seymour talked with Mr. Beck last night and he has just told me that he and Mr. Beck have a dinner date on Tuesday, July 10th. I am making a reservation to get Mr. Seymour to Washington probably between four and five o'clock and he will be registered at the Mayflower Hotel.

If you can find out from Mr. Beck where he would like Mr. Seymour to meet him or where Mr. Beck will meet Mr. Seymour and at what time, we can avoid any mixup on this date.

Also, you can advise Mr. Beck so that any other arrangements do not interfere with the date which he and Mr. Seymour made.

With kindest wishes and do hope that you will enjoy a good Summer.

Sincerely,

[Signature]
Secretary to
Mr. B. M. Seymour

Confirmed 7/8 with Irene Hunt.

Trucks bring you today's products today.

ADMINISTRATIVE FILE

Associated Transport

X

Inter-Office Communication

From the Office of the General President

Date March 15, 1956

To Banedell, Inc.

Subject Request for photo appearing
in March issue "Teamster"

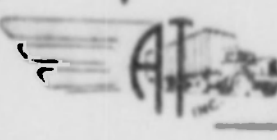
Att: Arch Mercy

The enclosed request from Associated Transport, Inc. is referred
for your attention and appropriate action.

Robert L. Graham

alb
Encl

send picture to writer



ASSOCIATED TRANSPORT INC.

THE NATION'S LEADING MOTOR CARRIER SERVING THE NORTH AND SOUTH
EXECUTIVE OFFICES * 350 MADISON AVENUE * NEW YORK 17, N. Y.

TELEPHONE
MURRAY HILL 7-0800

March 13, 1956

The International Teamster
25 Louisiana Avenue, N. W.
Washington 1, D. C.

Attention: Editor

We would greatly appreciate receiving a copy of the photograph used on page 6 of the March issue of your magazine, THE INTERNATIONAL TEAMSTER.

Providing you approve, we would like to use this photo in our internal magazine, the ATIR, since it pictures Mr. John Lene, our labor relations vice-president.

Sincerely,

/Ja

Warren H. Johnson
Warren H. Johnson
Director, Publications

Trucks bring you today's products today.

JOSEPH E. DAVIES
DONALD R. RICHBERG
MILLARD E. TYDINGS
ALFONSO E. LANDA
JAMES T. WELCH
RAYMOND G. CUSHWA
C. ROBERT MATHIS
DELMAR E. McLEOD
ARTHUR D. CONDON
FRED A. HENNING
SHELBY FITZ
ARTHUR J. CERNA

LAW OFFICES
DAVIES, RICHBERG, TYDINGS & LANDA
1000 VERMONT AVENUE, NORTHWEST
WASHINGTON 5, D. C.

TELEPHONE NATIONAL 8-4088
CABLE ADDRESS "DAVJON"

ADRIEN F. BUSICK
OF COUNSEL

ADMINISTRATIVE FILE
Associated Transport
Soc.
X

March 6, 1956

Mr. Einar Mohn
Teamster Building
25 Louisiana Avenue, N. W.
Washington, D. C.

Re: Associated Transport,
Five-year Contract

Dear Einar:

I discussed with Burt Seymour the substance of a conversation you and I had last week, and am going ahead to draft my idea of a composite contract. As soon as I have this draft ready, I plan to submit it for your consideration.

With kindest regards,

Sincerely,

Red
Arthur D. Condon

11/bf

File

JOSEPH E. DAVIES
FRANKLIN D. JONES
DONALD R. RICHBERG
WILLARD E. TYDINGS
ALFORD S. LANDA
JAMES T. NELSON
DAVIDSON C. CUSHMAN
E. ROBERT MATHIS
GEORGE W. MCCORMAN
ARTHUR D. CONDON
FRISGA S. HENNOCHE
ARTHUR J. CERRA

LAW OFFICES
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1000 VERMONT AVENUE, NORTHWEST
WASHINGTON 5, D. C.

TELEPHONE NATIONAL 8-4088
CABLE ADDRESS "DAYJON"

ADRIEN F. BUSICK
OF COUNSEL

ADMINISTRATIVE FILE
Associated Transport, Inc.
X
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January 30, 1956

Mr. Einar O. Mohn, Vice President
International Brotherhood of Teamsters
25 Louisiana Avenue, N. W.
Washington, D. C.

Re: Associated Transport, Inc.

Dear Einar:

We submit herewith our first draft for
a 5-year arrangement, and will appreciate knowing
your reaction thereto.

With kindest regards,

Sincerely,

Red

Arthur D. Condon

11/bf
Enclosure

cc - Mr. Mortimer A. Sullivan
cc - Mr. John J. Lane
cc - Mr. B. M. Seymour

AGREEMENT

Draft
Jan. 30, 1956

THIS AGREEMENT made this ____ day of January, 1956, by and between the International Brotherhood of Teamsters, Chauffeurs, Warehousemen and Helpers of America, hereinafter called the UNION and Associated Transport, Inc., hereinafter called the COMPANY, WITNESSETH:

WHEREAS, the Union claims jurisdiction over all drivers, helpers and dockmen employed by companies engaged in the business of hauling freight for hire by motor vehicle; and

WHEREAS, the Union, through its locals, is presently the exclusive bargaining representative for the aforesaid classifications of employees of the Company who are members of its locals and is interested in and desirous of promoting and protecting the economic welfare of such members; and

WHEREAS, the Company is a Common Carrier of freight by motor truck and operates in extensive territory in the New England, Middle Atlantic, Central, Tennessee Valley and Southern Regions of the United States and is the largest employer of drivers, helpers and dockmen of any motor carrier in the aforesaid territory; and

WHEREAS, the Company is desirous of protecting its service to customers from interruptions or delays flowing from unstable labor relations with its employees, the Union or its locals;

IT IS HEREBY MUTUALLY AGREED:

1. Except as prohibited by applicable Federal, State or other law, all drivers, helpers and dock employees

of the Company, who are subject to the jurisdiction of the Union, shall, as a condition of employment, be and remain members in good standing of the Union.

2. It is understood and agreed that, except as clearly inconsistent therewith, all contracts now in effect between locale of the Union and the Company shall in no way be altered by the terms of this agreement and that upon expiration of ~~any~~ such contract during the term of this agreement without any extension, or of a new contract between a local and the Company, the General President of the Union and the President of the Company, or their duly authorized representatives, shall negotiate a successor contract.

3. All disputes or disagreements arising out of the interpretation or application of this agreement, or out of any provision of existing agreements, between the Company and a local, where such provisions are inconsistent with this agreement, shall also be settled by negotiations between the General President of the Union and the President of the Company or their duly authorized representatives. It is understood that such disputes or disagreements shall include, but not be limited to, distribution or allocation of tripe or other work among locals and other jurisdictional problems.

4. During the life of this contract, the Union and the Company agree not to cause, sanction, permit or encourage any strike, lockout, slowdown or other economic hindrance against each other, and that each will use its best efforts (conforming, however, with any applicable Federal or State Laws) to ~~effect~~ ^{effect} reasonable regional or

territorial uniformity and stability of wages, working conditions and employment.

5. This contract shall be for five (5) years from the date set above.

INTERNATIONAL BROTHERHOOD OF
TEAMSTERS, CHAUFFEURS, WARE-
HOUSEMEN AND HELPERS OF AMERICA

By

Dave Beck
General President

ASSOCIATED TRANSPORT, INC.

By

B. M. Seymour
President

WITNESSES:

JOSEPH E. DAVIES
FRANKLIN D. JONES (1929)
DONALD R. RICHBERG
MILLARD E. TYDINGS
RAYMOND N. BEEBE
ALFONSO S. LANDA
JAMES F. WELCH
BERNARD C. CUSHING
C. ROBERT MATHIS
EDWARD W. HOLLOMAN
ARTHUR D. CONDON
FRIEDA S. HENNOCK
ARTHUR J. CERNA

LAW OFFICES
DAVIES, RICHBERG, TYDINGS, BEEBE & LANDA
1000 VERMONT AVENUE, NORTHWEST
WASHINGTON 5, D. C.

TELEPHONE NATIONAL 8-4056
CABLE ADDRESS "LAWYJON"

ADRIEN - BUSICK
OF COUNSEL

J. A. OSHERMAN
ASSOCIATE

January 4, 1956

ADMINISTRATIVE FILE
Associated Transport
X
X

Mr. Einar O. Mohn
International Brotherhood of Teamsters
25 Louisiana Avenue, Northwest
Washington, D. C.

Dear Einar:

Re: Associated Transport, Inc.

I am looking forward to meeting with
you in your office at 11 o'clock, Friday, Jan-
uary 6. John Lane is coming with me.

With kindest regards,

Sincerely,

Red
Arthur D. Condon

ll/br

ADMINISTRATIVE FILE
Associated Transport
X
X

DRAFT
AGREEMENT

THIS AGREEMENT made this _____ day of January, 1956 by and between the International Brotherhood of Teamsters, Chauffeurs, Warehousemen and Helpers of America, hereinafter called the UNION and Associated Transport, Inc. hereinafter called the COMPANY, WITNESSETH:

WHEREAS, the Union claims jurisdiction over all drivers, helpers and dockmen employed by companies engaged in the business of hauling freight for hire by motor vehicle; and

WHEREAS, the Union, through its locals, is presently the exclusive bargaining representative for the aforesaid classifications of employees of the Company who are members of its locals and is interested in and desirous of promoting and protecting the economic welfare of such members; and

WHEREAS, the Company is a Common Carrier of freight by motor truck and operates in extensive territory in the New England, Middle Atlantic, Central, Tennessee Valley and Southern Regions of the United States and is the largest employer of drivers, helpers and dockmen of any motor carrier in the aforesaid territory; and

WHEREAS, the Company is desirous of protecting its service to customers from interruptions or delays flowing from unstable labor relations with its employees, the Union or its locals:

IT IS HEREBY MUTUALLY AGREED:

1. Except as prohibited by applicable Federal or State law, all drivers, helpers and dock employees of the Company, who are subject to the jurisdiction of the Union, shall, as a condition of employment, be and remain members in good standing of the Union.

2. It is understood and agreed that, except as clearly inconsistent herewith, all contracts now in effect between locals of the Union and the Company shall in no way be altered by the terms of this agreement and that upon

expiration of such contracts, during the term of this agreement without any extension, renewal of a new contract between a local and the Company, the President of the Union and the President of the Company, or their duly authorized representatives, shall negotiate a successor contract.

3. All disputes or disagreements arising out of the interpretation or application of this agreement, or out of any provision of existing agreements, between the Company and a local, where such provisions are inconsistent with this agreement, shall also be settled by negotiations between the Presidents of the Union and the Company or their duly authorized representatives. It is understood that such disputes or disagreements shall include but not be limited to distribution or allocation of trips or other work among locals and other jurisdictional problems.

4. During the life of this contract, the Union and the Company agree not to cause, sanction, permit or encourage any strike, lockout, slowdown or other economic hindrance against each other, and that each will use its best efforts (conforming, however, with any applicable Federal or State Laws) to permit reasonable regional or territorial uniformity and stability of wages, working conditions and employment.

5. This contract shall be for five (5) years from the date set above.

INTERNATIONAL BROTHERHOOD OF TEAMSTERS,
CHAUFFEURS, WAREHOUSEMEN AND HELPERS OF AMERICA

BY

DAVE BECK

ASSOCIATED TRANSPORT, INC.

BY

B. M. SEYMOUR

WITNESSES:

JOSEPH E. DAVIES
FRANKLIN D. JONES 1929
DONALD R. RICHBERG
WILLARD E. TYDINGS
RAYMOND N. BEEBE
ALFONS B. LANDA
JAMES T. WELCH
RAYMOND C. CUSHWA
C. ROBERT MATHIS
DELMAR W. HOLLOWMAN
ARTHUR D. CONDON
FRIEDA B. HENNOCK
ARTHUR J. CERRA

LAW OFFICES
DAVIES, RICHBERG, TYDINGS, BEEBE & LANDA
1000 VERMONT AVENUE, NORTHWEST
WASHINGTON 25, D. C.
August 30, 1955

ADMINISTRATIVE FILE
Associated Transport,
TELEPHONE NATIONAL 8-4088 *dec.*
CABLE ADDRESS "DAVJON"

ADRIEN F. BUSICK
OF COUNSEL

J. A. OSHERMAN
ASSOCIATE

Dave Beck, General President
International Brotherhood of Teamsters,
552 Denny Way,
Seattle, Washington.

Re: Associated Transport, Inc.

Dear Dave:

We were delighted to learn today that
you are going to be all right.

When Burt Seymour and I spoke with you
in Killarney about the 5 year program, I under-
stood you to say that you were going to put me
in touch with someone in your organization to
work it out. I am ready, and will appreciate
word from you as to whom I should discuss the
matter with.

With best wishes,

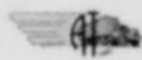
Sincerely,

Red

Arthur D. Condon

11/1g

ASSOCIATED TRANSPORT INC



THE NATION'S LEADING MOTOR CARRIER SERVING THE NORTH AND SOUTH

380 MADISON AVENUE
NEW YORK 17, N. Y.

B. M. SEYMOUR
PRESIDENT

August 29, 1955

ADMINISTRATIVE FILE

Associated Transport

X

X

PERSONAL

Dear Dave:

As soon as I received your letter of the 15th I got in touch with Roy and I assume the right sized sweaters have by now been received by Mrs. Beck.

You know that you told me size 32 and Ruth and I decided on the 34. Hope by this time the right size has been received.

Sure hated to read of all the suffering you have had and only hope you are coming along better.

I have been pretty busy lately because of all the upsets, the last one being the terrible floods in New England.

I will look into the reservation at The Ambassador for Mrs. Beck and yourself. It will be best that I secure accommodations other than our apartment, because the closets are so full and it would be such a job to make room. I will get an apartment close to ours and as good or better.

I have told Condon to work with your people in getting together the kind of agreement which we discussed.

With best wishes,

Sincerely,

Mr. Dave Beck
16749 Shore Drive NE
Seattle
Washington

ADMINISTRATIVE FILE
Associated Transport
X Sleeper Cabs
X 1's 71 X 171 X 391
X 557 X 639 X 820

January 12, 1955

Mr. Sam Belmontico, Mgr.
Associated Transport
Military Highway & Soldier's Bonus Rd.
Norfolk, Virginia

Dear Sir:

For the past two years we have discussed with your Company the subject of getting enough equipment in the Norfolk terminal to take care of the freight that originates here and that would also take care of some of the over-flow from other cities into Norfolk.

In 1951 when your Company moved into Norfolk we had eight (8) Road Men with your Company that were all Lease Men. We kept after your Company until you got rid of the Lease men in August of 1953 and you put your own equipment in. In doing this you only replaced the number of Lease you had with your own trucks. This was not nearly enough to handle the freight.

We have been promised more equipment for the past two (2) years. So far, it has not increased any. We still have nine (9) Road Men and your operations have doubled since 1951. Our members are only pulling about seventy percent (70%) outbound freight that originates in Norfolk and about fifty (50) percent of the inbound. Your Company is using Sleepers and Lease people to pull the freight that our members should have.

General President Beck gave your Company permission only in cases where you are in competition with other Companies using Sleepers. Since no other Company uses Sleepers in Norfolk we do not feel that you are in competition with anyone here with sleeper cabs that should permit you to use them. We have always objected to Sleepers and will continue to do so. We object to your using Sleepers in your Norfolk operations.

I think we have given your Company reasonable time to get more equipment in Norfolk and we feel that our members are entitled to pull more freight both inbound and outbound than they have been doing. We ask your Company again to straighten out this matter.

Thanking you in advance, I remain,

Sincerely,

Yours very truly,
Will Brown (S)
Will R. Brown, Pres.

cc: John Lane, Liner Mohn, Al Evans,
Thomas Flynn



**INTERNATIONAL BROTHERHOOD
OF
TEAMSTERS CHAUFFEURS WAREHOUSEMEN & CLERKS
OF AMERICA**

AFFILIATED WITH THE AMERICAN FEDERATION OF LABOR

6001 Pulaski Highway
Baltimore 5, Maryland
April 7, 1954

ADMINISTRATIVE FILE

Asso. Transport Inc.
X 2. 391
X 2. 693

U. Mohn
Assistant to General President
International Brotherhood of Teamsters
100 Indiana Avenue, N. W.
Washington 1, D. C.

Dear Sir and Brother:

I have received a complaint from Local Union 391 of Greensboro, N.C., to the effect that drivers working on sleeper cabs for Associated Transport, when they come into Binghamton, N.Y., are obliged by representatives of Local Union 693 of Binghamton, to lay-over a minimum of 8 hours.

Due to the fact that Associated cannot always schedule a run out for them at the end of their 8 hours, they are sometimes obliged to lay-over as long as 24 hours.

This is being done by representatives of Local Union 693 in reprisal for the change in operations recently instituted by Associated. I am writing to ask whether your office cares to advise us whether Local Union 693 of Binghamton, N.Y., has any right to do this. In the event they have no such right, would you advise them to refrain from taking Local Union 391 members out of service in Binghamton?

Fraternally yours,

Al Evans
Al Evans

AE/b



Eastern Conference of Teamsters

Affiliated with International Brotherhood of Teamsters, Chauffeurs, Warehousemen and Helpers of America, A. F. of L.

105 SPRING GARDEN STREET • PHILADELPHIA 23, PA. • MARKET 7-3710

EDWARD CRUMBOCK, Chairman

THOMAS E. FLYNN, Secretary-Treasurer

ADMINISTRATIVE FILE ✓

March 16, 1954

Associated Transport
X 5637
X

Mr. Einar Mohn, Ass't. to General President
International Brotherhood of Teamsters, Chauffeurs,
Warehousemen & Helpers of America
100 Indiana Avenue, N. W.
Washington 1, D. C.

Re: Associated Transport

Dear Sir and Brother:

The enclosed correspondence relative to
Associated Transport is self-explanatory. It is for your informa-
tion.

Fraternally yours,

Thomas E. Flynn
Thomas E. Flynn, Secretary-Treasurer

TEF/brt
Encls:



Eastern Conference of Teamsters

Affiliated with International Brotherhood of Teamsters, Chauffeurs, Warehousemen and Helpers of America, A. F. of L.

105 SPRING GARDEN STREET • PHILADELPHIA 23, PA. • MARKET 7-6950

EDWARD P. CRUMBOCK, Chairman

THOMAS E. FLYNN, Secretary-Treasurer

March 16, 1954

Mr. Richard C. Bell, Secretary
Drivers, Chauffeurs & Helpers, Local #639
1500 - 13th Street, N. W.
Washington 5, D. C.

Dear Sir and Brother:

This will acknowledge receipt of your letter of March 15th in regard to your controversy with Associated Transport.

As you probably know, your local is not alone in the problem of Associated and its use of sleeper cabs. The matter was discussed at a two-day meeting of the Executive Committee of the Over-the-Road and General Hauling Division, Eastern Conference of Teamsters, last week. We are planning on meeting with the top official of this company in a few days and hope to straighten out this situation at that time.

With personal good wishes, I am

Sincerely and fraternally yours,

Thomas E. Flynn, Secretary-Treasurer
EASTERN CONFERENCE OF TEAMSTERS

TEF/hrt

cc: Mr. Einar Mohn

MAR 19 8 39 AM '54

RECEIVED
MAR 19 1954



Eastern Conference of Teamsters

Affiliated with International Brotherhood of Teamsters, Chauffeurs, Warehousemen and Helpers of America, A. F. of L.

105 SPRING GARDEN STREET • PHILADELPHIA 22, PA. • MARKET 7-6930

EDWARD P. CRUMBOCKE, Chairman

THOMAS E. FLYNN, Secretary-Treasurer

March 16, 1954

Mr. Rocco F. deFerno, Chairman
Over-the-Road and General Hauling Division,
Eastern Conference of Teamsters
714 Charlotta Street, Labor Temple
Utica, New York

Dear Sir and Brother:

I am enclosing a copy of a letter which I received this morning from Local #649 in regard to the Associated Transport problem. This letter is for your information.

I talked to Mohn yesterday over the telephone and he hopes to set up the meeting with the Associated officials the latter part of this week. I will phone you and the other members of the Executive Committee as to the exact time and place.

Fraternally yours,

Thomas E. Flynn, Secretary-Treasurer
EASTERN CONFERENCE OF TEAMSTERS

TEF/brt
Encl:

cc: Mr. Chester Fitzpatrick
Mr. Einar Mohn



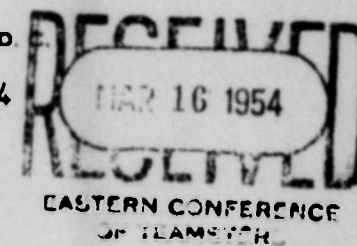
Drivers, Chauffeurs & Helpers Local Union No. 639

I. U. of T. C., W. & H. of A.
1800 THIRTEENTH STREET N.W. ZONE 5

AFFILIATIONS
AMERICAN FEDERATION OF LABOR
WASHINGTON BUILDING TRADERS COUNCIL
TEAMSTERS JOINT COUNCIL No. 88
MARYLAND STATE AND DISTRICT OF COLUMBIA
FEDERATION OF LABOR
WASHINGTON CENTRAL LABOR UNION
VIRGINIA STATE FEDERATION OF LABOR

WASHINGTON D. C.

March 15, 1954



Thomas E. Flynn, Secretary-Treasurer
Eastern Conference of Teamsters
105 Spring Garden Avenue
Philadelphia, Pennsylvania

Dear Sir and Brothers:

For many years we have had a controversy with Associated Transport over the use of owner-operated equipment and the use of sleeper cab trucks. Our position on both of these issues has been that they were not desirable in this area and have strongly discouraged their use.

For some time Associated Transport has used 42 drivers, members of this Local Union, to operate the following scheduled runs: Washington-Roanoke, Va., Washington-Winston-Salem, North Carolina, Washington-Burlington, North Carolina, Washington-Pittsburgh, Pa., Washington-Metropolitan New York City, Washington-Birmingham, New York & Washington-Bridgeport, Connecticut. Recently through the operation of sleeper cabs from the South to the North and return, there has been a reduction of scheduled runs from 19 to 7 daily in the Washington terminal and have eliminated 25 drivers in this Local Union.

Since in the past the International Union has attempted in every way to abolish the practice of operators using sleeper cabs and since this Local Union along with other Local Unions have always contended that the sleeper cab operation is unsafe and a detriment to the welfare of the over the road driver, we feel that Associated Transport should not be given any consideration in this matter.

In view of the above facts we request the Eastern Conference of Teamsters to assist in abolishing this type of operation.

Trusting you will give this matter your sincere consideration, I remain

Fraternaly yours,

Richard C. Bell
Richard C. Bell
Secretary-Treasurer,
Local Union 639

20-107 8011 F.
Trs, Chauffeurs, Warehousemen and Helpers
 LOCAL NO. 71
 INTERNATIONAL BROTHERHOOD OF TEAMSTERS, CHAUFFEURS,
 WAREHOUSEMEN AND HELPERS OF AMERICA
 PHONE 6-4876
 ROOMS 8-9-10-12
 850 W. TRADE ST.
 CHARLOTTE 3, N. C.
 March 6, 1954
 AFFILIATED WITH
 AMERICAN FEDERATION OF LABOR
 SOUTHERN CONFERENCE OF LABORERS
 NORTH CAROLINA STATE FEDERATION OF LABOR
 AFFILIATED WITH
 CHARLOTTE CENTRAL LABOR UNION
 CHARLOTTE BUILDING TRADES COUNCIL
 LOCAL ADMIN. FILE

Mr. Thor Mann, Assistant to the President
 International Brotherhood of Teamsters
 400 Indiana Avenue, N. W.
 Washington, D. C.

Dear Sir and Brothers:

I would like to make a special request that
 our organizer, Mr. Al Evans, be sent in here to give
 me some advise pertaining to miscellaneous contracts
 existing in the near future. I feel that it is
 very important to this Local Union to endeavor to
 get the Health and Welfare started in our contracts.

I would also like to discuss the decision
 handed down by the International Union pertaining
 to the operation of Associated Transport, Inc. I
 am of the opinion that Associated Transport, Inc.
 is a strong decision with our over-the-road
 drivers.

With kindest regards, I remain,

Fraternally yours,

L. E. Jenkins, President
 Local Union # 71

lcl:dl
 CC: Mr. Al Evans
 601 Polaski Highway
 Baltimore, Maryland

UNION DRIVERS ARE SAFE DRIVERS - SHIP BY TRUCK

801

ADMINISTRATIVE FILE ✓
Associated Transporters
Sharon Cobb

Inter-Office Communication
From the Office of the General President

X

Date March 5

To Mr. Mohn Subject

Mr. Beck asked me to have you bring him up to date on this matter and let him know where the situation now stands.

ann

10/2/74

10/2/74



**INTERNATIONAL BROTHERHOOD
OF
TEAMSTERS CHAUFFEURS WAREHOUSEMEN & HELPERS
OF AMERICA**

AFFILIATED WITH THE AMERICAN FEDERATION OF LABOR
6001 Pulaski Highway, Baltimore, Maryland

February 18, 1954

Mr. Einar Mohn
International Brotherhood of Teamsters
100 Indiana Avenue, N.W.
Washington, D. C.

Dear Sir and Brother:

On Tuesday, February 16, 1954 I arrived in Roanoke, Va. just in time to sit in on a discussion concerning Associated Transport sleeper-cab drivers operating out of Roanoke, Va. which for a time threatened to lead to a strike on the part of the sleeper-cab drivers operating out of Roanoke.

The dispute concerns a clause in the contract between Local Union No. 171, Roanoke, Va. and Associated Transport which is to the effect that any new operations, new conditions or new arrangements inaugurated by the company during the life of the agreement shall be subject to negotiations.

The sleeper-cab drivers who operate out of Roanoke were claiming that the extension of their sleeper-cab operations recently requested by Associated and agreed to by our International Union came under this section and should be negotiated before being put into effect. Some of Associated's sleeper-cab crews were not willing to go to work until the company negotiated on this extension of their sleeper cab operation, these I instructed to go to work and they did so without further argument.

However, these sleeper-cab drivers have an argument based on a clause in their current contract, but since this change in Associated's operation was at the instruction of our International Union, I advised Associated's sleeper-cab drivers that it would be necessary to check with our International Union's office to see how far they would authorize us to proceed in this matter.

These drivers claim that this change in Associated's operation should be negotiated, since they are now operating north from Bridgeport, Conn. through areas where traffic congestion is so great that it is impossible to run up enough mileage to make fair wages beyond Bridgeport; they also state that this is extension of their former operation if they respect the I.C.C.'s regulation and laws of labor that they will wind up with fewer hours and miles each week than formerly, even though longer trips are pulled, since there will be fewer trips.



**INTERNATIONAL BROTHERHOOD
OF
TEAMSTERS-CHAUFFEURS-WAREHOUSEMEN & HELPERS
OF AMERICA**

AFFILIATED WITH THE AMERICAN FEDERATION OF LABOR

Mr. Einar Mohn

- 2 -

2/18/54

I ordered these drivers to keep a record of their trips and earnings to back up their arguments, and to advise us after they had had several weeks experience under the new arrangement.

Will you advise me of our International Unions position in this matter?

Fraternally yours,

Albert Evans
Albert Evans.

AE/lm
oelu;153

GENERAL SECRETARY
OFFICE OF

FEB 18 1 54 PM '54

RECEIVED

February 12, 1954

Mr. Albert Evans, General Organizer
6001 Pulaski Highway
Baltimore 5, Maryland

Dear Sir and Brother:

In reference to yours of February 8th, concerning the sleeper cab operations of Associated Transport.

There has been a controversy over sleeper cabs with this company long before Associated Transport had complete control of these operations. Contracts between this company and this local union date back to the days of the Horton Motor Lines. At that time, we had more than 200 road drivers operating out of Baltimore in all directions. Since Associated has been in existence, this number has dropped to slightly more than 100. It has always been our position that sleeper cabs were not desirable under any condition and it has been the policy of this local union to discourage their use in this area. Associated Transport has, for a period of many years, attempted to use the sleeper cab operation and the owner-operator to break down conditions that we have striven for many years to attain. We feel that instead of back-tracking as far as conditions are concerned, the International Union should be more cooperative and force the competitors of Associated Transport to establish relay operations instead of forcing local unions who have decent contracts to revert to the days of 1934 - 36, when a man got on a truck at the beginning of a week and never reached home again until the beginning of another week.

In addition to the operation of sleeper cabs being a detriment to the welfare of the over-the-road driver, we still contend the same as we did in 1934-36-38, that it is definitely an unsafe operation and the files of the International Union will tend to substantiate our position in this matter. If our memory serves us correctly, and we are sure it does, the International Union spent thousands of dollars in negotiations and before the I.C.C., etc., to abolish the practices of operators using sleeper cabs. As a sample of what this operation could do to Baltimore, we might mention the Baltimore-Burlington-North Carolina run. Up until this point we have had 33 men employed out of Baltimore to Burlington and return. This amounts to 16 runs per schedule. Just recently the company, because of their operation of sleeper cabs, attempted to cut this to 11 per schedule.

Mr. Albert Evans

- 2 -

February 12, 1954

If this sleeper cab operation is extended, Local 557 will be faced with an enormous out as far as personnel on road operations are concerned. Not only this, but other companies who are now operating relays to other points from Baltimore will be encouraged to also use sleeper cabs which again will help out the membership of Local 557. We feel that Associated Transport should not be given any consideration in the use of sleeper cabs but that the pressure should be used instead to force their competitors to meet the standards that have been established in this area. However, we realize that this cannot be done by the local unions in the south without the wholehearted cooperation of every local union and the International Union.

This local union has cooperated in every respect with Associated Transport in their local operations and has granted them many concessions so that they could be competitive with other operators out of the south.

In view of the facts stated above, we are asking that your directive of February 8th not be made to apply to Local 557 or any other local union which does not already have sleeper cab operations.

Fraternally yours,

GENERAL SECRETARY
OFFICE OF
FEB 13 8 15
Clifford Kohns,
Secretary-Treasurer

cc: Mr. Elmer O. Mohn
CK/b

RECEIVED

WESTERN UNION

NR006 BL PD-EB NEW YORK BY 11 437100 FEB 11 PM 5 31
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100 INDIANA AVE NW WASHDC=

Sheet 112

EFFECTIVE SUNDAY FEBRUARY 14 1954 THE OPERATION OF
ASSOCIATED TRANSPORT INC COVERING THE MOVEMENT OF
SLEEPER UNITS BETWEEN THE SOUTH AND NEW ENGLAND WILL
OPERATE AS FOLLOWS SLEEPER UNITS FROM THE SOUTH WILL BE
DELIVERED DIRECT TO ANY ONE OF OUR NEW ENGLAND TERMINALS
FOR LOCAL DELIVERY BY THE LOCAL PEOPLE MISCELLANEOUS
SLEEPER UNITS IN SOME INSTANCES WILL ALSO BE CONIGNED

THE COMPANY WILL ASSURE ITS OPERATIONS FROM PREVIOUSLY DESIGNATED AREAS

FILE

Associated Transport Inc

1270 (1-1-53)

LOT 100001

WESTERN UNION

FEB 12 1954
1954 FEB 11 PM 5 31

DIRECT TO OUR BREAK BULK TERMINALS WHICH AT PRESENT ARE
BRIDGEPORT PROVIDENCE AND OR SPRINGFIELD RETURN SLEEPER
UNITS WILL ALSO MOVE DIRECT FROM ANY OF OUR NEW ENGLAND
TERMINALS DESTINED TO SOUTHERN DESTINATION POINTS SOUTH
OF BALTIMORE SLEEPER UNITS FROM ANY NEW ENGLAND TERMINAL
WILL OPERATE WHERE NECESSARY TO ANY OTHER NEW ENGLAND
TERMINAL WHERE FREIGHT IS AVAILABLE FOR MOVEMENTS DIRECT
TO SOUTHERN DESTINATION POINTS SOUTH OF BALTIMORE THIS
IS THE TYPE OF OPERATION OUR COMPETITION ENJOYS-

JOHN J. LANE.

UNION 12 11 31

THE COMPANY WILL APPROPRIATE REMITTANCE FROM ITS OUTGOING COUNTRIES TO SERVICE

1070 CHS

LOT 100951

WESTERN UNION
DAY LETTER TELEGRAM

Charge: Associated Transport, Inc.
1775 Broadway
New York 19, New York

February 11, 1954

MR. NICHOLAS P. MORRISSEY
I. B. OF T.
161 MASSACHUSETTS AVENUE
BOSTON, MASSACHUSETTS

EFFECTIVE SUNDAY FEBRUARY 14, 1954 THE OPERATION OF ASSOCIATED TRANSPORT, INC., COVERING THE MOVEMENT OF SLEEPER UNITS BETWEEN THE SOUTH AND NEW ENGLAND WILL OPERATE AS FOLLOWS: SLEEPER UNITS FROM THE SOUTH WILL BE DELIVERED DIRECT TO ANY ONE OF OUR NEW ENGLAND TERMINALS FOR LOCAL DELIVERY BY THE LOCAL PEOPLE. MISCELLANEOUS SLEEPER UNITS IN SOME INSTANCES WILL ALSO BE DELIVERED DIRECT TO OUR MAJOR HUB TERMINALS WHICH AT PRESENT ARE BRIDGEPORT, PROVIDENCE AND/OR SPRINGFIELD. RETURN SLEEPER UNITS WILL ALSO MOVE DIRECT FROM ANY OF OUR NEW ENGLAND TERMINALS DESTINED TO SOUTHERN DESTINATION POINTS SOUTH OF BALTIMORE. SLEEPER UNITS FROM ANY NEW ENGLAND TERMINAL WILL OPERATE WHERE NECESSARY TO ANY OTHER NEW ENGLAND TERMINAL WHERE FREIGHT IS AVAILABLE FOR MOVEMENTS DIRECT TO SOUTHERN DESTINATION POINTS SOUTH OF BALTIMORE. THIS IS THE TYPE OF OPERATION OUR COMPETITION ENJOYS.

JOHN J. LANE

ALSO SEND ABOVE TELEGRAM TO FOLLOWING:

MR. SINAN MOEN
I. B. OF T.
100 INDIANA AVE., N.W.
WASHINGTON 1, D.C.

MR. M. P. DAVIS
ASSOCIATED TRANSPORT, INC.
DURNAN ROAD,
BURLINGTON, NORTH CAROLINA

MR. J. F. HAYS
ASSOCIATED TRANSPORT, INC.
429 MEMORIAL AVENUE
WEST SPRINGFIELD, MASS.

file

LOCAL ADMIN. FILE

71

X

X

6001 Pulaski Highway
Baltimore 5, Maryland
February 8, 1954

Mr. W. H. Smith
c/o Local Union 71
400 W. Trade Street
Charlotte, N. C.

Dear Sir and Brothers:

Our International Union has been giving serious consideration to the associated operation over a period of several years. Associated has pointed out to our International Union on many occasions that their competitors, operating in many cases over the same routes, and in all cases throughout the jurisdiction of the same local unions, have enjoyed a considerable advantage inasmuch as they operated throughout their respective systems with sleeper cabs.

Since our local unions have not required the companies operating within their jurisdiction to abide by the same conditions required of Associated, our International Union is now instructing you that Associated is to be permitted to revise its operations so as to become competitive with those other companies. This means, if necessary, the operation of sleeper cabs.

Respectfully yours,

cc: Elmer O. Mohn
AE/b

Al Evans

John

AFFILIATED WITH
AMERICAN
FEDERATION
OF LABOR



International Brotherhood of
**TEAMSTERS, CHAUFFEURS
WAREHOUSEMEN & HELPERS of America**

DAVE BECK
General President

552 DENNY WAY • SEATTLE 9, WASHINGTON • EL. 2544

January 11, 1954

ADMINISTRATIVE FILE

Associated Transport
X Lane, John
X

Mr. Einar Mohn
International Brotherhood of Teamsters
100 Indiana Avenue N. W.
Washington 1. D. C.

Dear Einar:

There was forwarded to me by Ann a photostatic copy of letter dated January 6th from John J. Lane addressed to me at the Washington office, which letter is self-explanatory. This letter developed from conversations which I had with Lane when we crossed each others paths out at the A.T.A. Convention and later at dinner with Fred Tobin.

It is my personal opinion that if the situation is factual, as outlined by him, it is in contradiction of every principle of fair play and directly contrary to our own interests in our relationship with the employer. To compel carriers to operate under conditions that are comparatively discriminatory, when we are unable to effectuate an equalizing solution, in my judgment will not stand the test of time or add to our stature of fair relations with our employers.

I want you to give this your personal and immediate attention and to set up the machinery for a conference for the purpose of dealing with the question on an honorable and fair basis. Local unions, the Eastern Conference, the Southern Conference and any others who may be involved in the picture should be brought together in an endeavor to work out a solution. Above all we should meet the problem on a factual basis and deal with it as honorable men, recognizing that we must not put our employer, willing and anxious to meet our conditions, up against discriminatory and unfair competition.

It is much better that in the interval of our being able to organize and effectuate equality in the competitive picture that we remove the avenues of discrimination so at least there is some degree of equality in the competition. I have never believed in the principle of avoiding the issue or of stalling or of taking any other indirect method as it pertains thereto.

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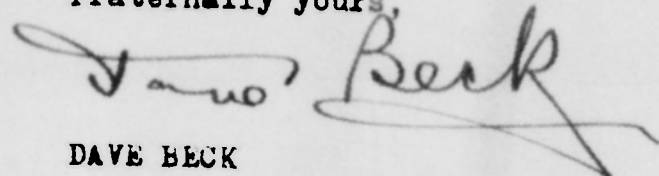
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Mr. Einar Mohn
Page Two

January 11, 1954

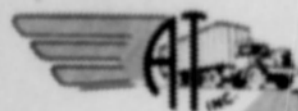
Let us so conduct ourselves in this situation that we will establish
precedent for any similar situation which may occupy or necessitate
our attention.

Fraternally yours,



DAVE BECK

DB:mg
ccs: Mr. John J. Lane
Mr. Murray W. Miller
Mr. Thomas E. Flynn



ASSOCIATED TRANSPORT INC.

THE NATION'S LEADING MOTOR CARRIER SERVING THE NORTH AND SOUTH
EXECUTIVE OFFICES • 1775 BROADWAY • NEW YORK 10 N. Y.

TELEPHONE
JUDSON 4-3500

December 29, 1953

ADMINISTRATIVE FILE

Associated Transport
X *James J. [illegible]*
X

Mr. Dave Beck
General President
International Brotherhood of Teamsters,
 Chauffeurs, Warehousemen & Helpers of America
100 Indiana Avenue, N. W.
Washington 1, D. C.

Dear Dave:

I have your letter of December 21, 1953, which refers to the discrimination existing between Associated Transport, Inc. and its competitors running from south to north and vice versa. As pointed out by our Vice President in Charge of Sales and which is a fact, our traffic has decreased while our competitors has increased. The reason which is undisputed is that the service rendered by Associated Transport, Inc. although costing more is not comparable to the companies which are competing with us for freight, between the north and the south.

Our main competitors in the south are Johnson, McLean, Akers, Carolina Freight Carriers, Pilot, Roadway to mention a few. The advantage of their operations stems from the fact that they load freight in the south and north in sleeper cabs and proceed through to destination whereas Associated Transport, Inc. runs a relay operation. For instance, from Burlington to Baltimore opposing labor, that is one half of the men from Baltimore and the other half from Burlington. No other carrier from south north or north south operates under these conditions. Our operation from Baltimore to New England is likewise operated by opposing labor. Our competitors from the south are not obligated to comply with these conditions. In addition to the foregoing, our competitors from the south operate direct to terminal points in the New England area, while we stop in Bridgeport and relay from there on, which results in a delayed service.

I have talked the matter over with Tom Flynn, Al Evans and many others and although they all agree we have a justifiable complaint, nothing at this time has been accomplished to alleviate our position. I had hoped to remedy this condition without bringing it to your attention, knowing that you are an exceedingly busy man.

This company has a physical plant that requires an annual revenue of about \$50,000,000 to make any kind of return on its investment. Under our present competitive situation, this is impossible. If you will permit us the same operating conditions now enjoyed by our competitors, we will take care of ourselves.

Trucks bring you today's products today.

Mr. Dava Beck

- 2 -

December 29, 1953

I hope that although you are extremely busy that you could render
us some help in this matter. We would really like to put a comparable ser-
vice in not later than January 4, 1954 and would certainly appreciate it if
you could help us to this end.

With warmest personal regards,

JJL:CB

Very truly yours,

John J. Lane
John J. Lane

RECEIVED
DEC 30 1953
U. S. DEPT. OF JUSTICE
RECORDS

ADMINISTRATIVE FILE

Associated Transport
X
X

DECEMBER 21, 1953

Mr. John Lane
7301 Brannon Lane
Chavy Chase, Maryland

Dear John:

The enclosed correspondence from H. E. Howell of Associated Transport, was received several days ago. I met you out at the golf club one night and asked you if everything was going along all right and I think you said you were certain there was no trouble.

Please advise me without delay as regards this letter, letting me know whether or not there is discriminatory insistence as it pertains to your operation against competitors and I will arrange to give it immediate attention.

With warmest personal regards, I am

Yours very truly,

DB:2W



**INTERNATIONAL BROTHERHOOD
OF
TEAMSTERS CHAMPEERS WAREHOUSEMEN & HELPERS
OF AMERICA**

AFFILIATED WITH THE AMERICAN FEDERATION OF LABOR

ADMINISTRATIVE FILE

Associated Transport, Inc.
X-12 71X371X857

6001 Pulaski Highway
Baltimore 9, Maryland
December 3, 1953

Mr. Elmer C. Mohr
Assistant to General President
International Brotherhood of Teamsters
100 Indiana Avenue, N. W.
Washington 1, D. C.

Dear Sir and Brothers:

On Tuesday, December 1st, I attended a meeting in the office of the Eastern Conference of Teamsters at Philadelphia, to consider the request of Associated Transport for some relief of the competitive situation they find themselves in, in their operations from the Carolinas to Baltimore.

This meeting was attended by representatives of Local Union 257 of Baltimore, Local Union 257 of Washington, Local Union 291 of Greensboro, N. C., and Local Union 71 of Charlotte, N. C. Associated was represented by John Lane and Ben Davis, Tom Flynn and Arnold were also in attendance.

Since Associated's operations from the Carolinas to Baltimore and Washington is a relay operation, and is a relay operation from these points north, all present agreed that any change in the operation from the Carolinas to Baltimore and Washington would have its effect as far north as Bridgeport, Conn. and as far west as Buffalo, N. Y. and Pittsburgh, Pa. This change in operation would also effect Associated drivers in Philadelphia, Jersey City, and New York.

After considerable questioning by the union committees, it developed that the change requested by Associated would result in a loss of at least 100 jobs, the only ones standing to pick up any membership due to this change in operation would be Local Union 291 of Greensboro, N. C. and Local Union 71 of Charlotte, N. C.

Mr. Elmer O. Mohr

- 2 -

December 3, 1953

Thomas Flynn and myself agreed that the change asked by Associated was a very substantial one, and since it effected many unions represented at the meeting, it would be no more than fair to give them a chance to be heard. Tom Flynn is calling in the Policy Committee and the affected unions as soon as he can conveniently do so.

I shall keep you advised of any further developments.

Fraternally yours,

Al Evans

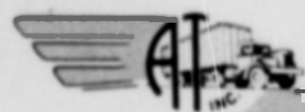
Al Evans

AE/erb

RECEIVED DECEMBER 11 1953

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U.S. DEPT. OF JUSTICE
FBI



ASSOCIATED TRANSPORT
INC.

THE NATION'S LEADING MOTOR CARRIER SERVING THE NORTH AND SOUTH
EXECUTIVE OFFICES • 1775 BROADWAY • NEW YORK 19, N. Y.

TELEPHONE
JUDSON 6-3500

November 25, 1953

Mr. Dave Beck, General President
International Brotherhood of Teamsters Union
100 Indiana Avenue, N. W.
Washington, D. C.

Dear Mr. Beck:

Mr. Seymour called and asked me to send you a memo I wrote him on November 20th, which pertains to a matter he discussed with you. I am sending you this memo in view of Mr. Seymour's inability to do this himself. I understand you are familiar with this reason.

Sincerely,
ASSOCIATED TRANSPORT, INC.

H. E. Howell
Vice President
Sales and Traffic

Trucks bring you today's products today.

November 20, 1953

Mr. B. M. Seymour, President
Associated Transport, Inc.
Broadway

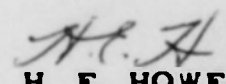
In answer to yours of November 17th, I can only again say what I have said repeatedly. Our New England and Upper New York State sales are burdened with a handicap of service because of our inability to perform a competitive service. We cannot compete service-wise under our present operation requirements with those carriers who operate sleeper units. The delays, which result from our restrictive labor requirements, prevent us from performing a competitive service. We have, for a period of over eight years, been required to maintain a method of operations not required of our East-South competitors, who can and do use sleeper equipment.

Company-wise, we show a tonnage increase of 3.2% for the first half of 1953, while our traffic between these areas shows a decrease of 3.6%. Thus, we are going backwards, while our competition is forging steadily ahead. For the first half of 1953, the combined tonnage of our principal East-South competitors, namely, Akers Motor Lines, Carolina Freight Carriers, McLean Trucking Co., Johnson Motor Lines and Pilot Freight Carriers, Inc., increased 16.4% over the same period in 1952.

Bear in mind, that our business between New England-New York State and the South represents a very substantial part of our total sales.

Service is all we have to sell, and when Associated is required to meet operating conditions not required of our competition, we face an unreasonable and unjustified burden.

It is an obstacle that is impossible to offset by salesmanship alone.


H. E. HOWELL
Vice President - Sales & Traffic

Enas Mohr - from Milt Kramer
AR

ASSOCIATION OF HIGHWAY OFFICIALS
OF THE NORTH ATLANTIC STATES

Address By

Milton D. Kramer

Assistant to the President

Associated Transport, Inc., New York City



Let me assure you that I appreciate sincerely the time you have made available to me. It is indeed a great pleasure to be here today and to join with you in your important deliberations on the ways and means of improving our highways.

To speak as an engineer on "The Effect of Loads on Pavements" would be for me most inappropriate. I am not a highway engineer and I do not profess to be one. Assuredly, this subject is a "natural" for Mr. Fred Burggraf who possesses technical knowledge of great scope and an enviable background of experience in highway research, engineering and administration. My own concern with this subject today is based on the by-products it tends to generate in the relationship existing between the trucking operator and trucking industry on the one hand, and the highway official and highway engineer on the other. My concern is with the fact that unwanted misunderstandings have on occasion crept into this relationship and that this is both undesirable and unnecessary. Surely, there is an important and healthy contribution to improved highway transportation which both the trucking operator and highway official and engineer can make by working together closely in a spirit of mutual helpfulness and cooperation.

It is a regrettable fact that in the past a few truckers—I repeat, a few—have on occasion engaged in some undesirable highway transport practices. Such practices are not and will not be condoned by the industry nor by its responsible members. Economic history reveals that in all industries that have grown rapidly—as has trucking—there always have been a few who occasionally have played the game unfairly.

It is the actions of these few that has tended to unjustifiably cloud all the members of an industry. Certainly, it would seem to be unfair for anyone—be he highway user or public official—to judge the trucking industry, comprised of thousands of truck owners, by the unwise acts of a few miscreants.

It is regrettable also that there have been a few among many thousands of truck operators who have not regarded the

highway official and engineer as a partner in transportation progress. Such a point of view is not representative of industry-wide thinking. It is held only by a minority of economically and socially immature, ill-advised and uninformed truckmen, and their sense of view should not be regarded as typical. Actually the motor transportation industry-at-large is fully aware of the unique function, great responsibility and effective job which is being done by the State highway officials and their departments despite many limitations and severe technical, administrative and financial problems. Trucking operators are fully aware that highway officials and highway engineers assuredly do not have an easy job.

In a period of 25 years, the Nation's trucking industry has had a phenomenal growth. The services it provides so speedily and economically have nurtured its rapid progress and portend an even greater future development. The potential growth of motor truck transportation is limited only to the nation's own. And its competition which wages unrelenting and unjustifiable war against trucking will, I predict, eventually lose the war, because daily our economy becomes geared increasingly and inescapably to motor truck services.

Now circumstances dictate that the motor truck operator turn his attention to a determination of solid solutions for a critical problem that won't be solved this year - or in even the next 5 years. But the next 10 years are vital ones. By 1960 as you know over 50 percent of our major highway system will need replacement.

Today the trucking industry is a major American transportation facility. No longer is it merely an auxiliary or adjunct to other transportation services. Obviously, as a major facility, it must assume responsibilities that go with that stature. And, one major responsibility it definitely must assume is that of helping to conserve our present network of roads - of cooperating with the nation's highway engineers in helping them to hold together, for the public good, today's weakening system of roads. To achieve this conservation, the trucking operator is glad to cooperate. He appreciates that axleweight limitations must be both economically sound and reasonable. His plea, in the matter of taxes, is not for favored treatment, but only against punitive treatment. Where a real need for increased highway revenue has been shown, he has displayed his willingness to pay his proportionate share of necessary increases on the basis of existing relationships. He believes that the highway tax problem must be solved in the light of logic and reality. He and his industry are most willing to cooperate continuously with the highway official and the highway engineer.

In our own company, for example, certain practical and progressive steps have been taken to produce greater efficiency and to contribute to improved road conservation and traffic conditions. Of the many projects introduced by the management of Associated Transport, the following may be of special interest to you.

1. Immediate and long-range personnel and training programs, including special courses designed for management and supervisory personnel and concerned with improved highway transportation practices.

2. Employee education in the values and methods of practical cooperation with governmental agencies, civic groups, and highway users.

3. A comprehensive "Action Program for Safety," including company-wide activities for highway accident prevention, for expediting the flow of traffic, and for cooperation in the highway safety movement to conserve human lives and to develop

intelligent highway users. Many specialized activities in driver education have been and are being conducted.

4. An educational program in correct truck loading and the installation of scales at terminals for better control of loading in order that practical cooperation will be continuously extended to highway departments in respect to weight laws.

5. Our vehicle design engineers are at work on special research projects in coordination with certain vehicle manufacturers, so that our trucks will carry better distributed loads. Our newest vehicles make a solid contribution in this direction.

These are some of the steps we have already taken. They are an outgrowth of the realization that now, more than ever, there must be developed practical efforts which will contribute to the better conservation and use of our highways. And recognition of the need for conservation is not unique to Associated Transport alone. Hundreds of other motor truck companies are also engaging in various types of projects which are and will be beneficial to highway conservation and to traffic safety and efficiency.

The motor truck industry-at-large, however, is itself beset with certain anxieties and problems. These are not imaginary but real. I'd like to mention just a few which may be of interest to you.

In recent years there has developed an unfortunate and general tendency throughout the nation to place the blame for whatever may be wrong with our highways on the owners and operators of large trucks. This is of course unjust. Blaming the trucker alone tends to obscure the basic condition and real problems our society must face: highway obsolescence, inadequacy of roads, inadequate funds, diversion of taxes, the addition of 20 million cars and trucks to our traffic in the past ten years.

In order to focus people's attention more clearly on the real difficulties, it would indeed be helpful if the truck operator and public official would unite to point up vigorously the genuine problems we face and also the logical remedies which must be applied. Assuredly, no real progress will be achieved if society detours around its basic and real difficulties and merely highlights the sensationalism of the big truck on the highway. For example, axle weights must be reasonable to conserve our present roads - so that a truck operator will agree. But now about other pertinent factors? For example, what about age and weathering, and obsolescence? Let's acquaint the public with the basic and real needs that must be met in order that all motor vehicle traffic can move expeditiously and safely on today's roads. And let's sit down together and carefully analyze and discuss the complex matter of taxation. This perplexing problem will be solved satisfactorily only when both trucking operators and highway officials become familiar with one another's problems.

What about tomorrow's highways? Obviously our newer roads are being built to higher standards. But what standards? Surely this should be decided, for the trucker logically should be asked to agree to proposals which will not impede the development of economical transportation.

Scientific studies, of the kind Mr. Burgegraf describes, approaches and methods based on logic and sound engineering research data - these will make a significant and solid contribution to meeting tomorrow's needs. And so will an alleviation of the present unwelcome difficulties imposed upon the industry by today's variations and lack of uniformity in state truck regulations, and by the problems of reciprocity.

**ASSOCIATION OF HIGHWAY OFFICIALS
OF THE NORTH ATLANTIC STATES**

Milton D. Kramer

to the

Associated Transport, Inc., New York City

Let me assure you that I appreciate sincerely the time you have made available to me. It is indeed a great pleasure to be here today and to join with you in your important deliberations on the ways and means of improving our highways.

To speak as an engineer on "The Effect of Loads on Pavements" would be for me most inappropriate. I am not a highway engineer and I do not profess to be one. Assuredly this subject is a "natural" for Mr. Fred Burggraf who possesses technical knowledge of great scope and an enviable background of experience in highway research, engineering and administration. My own concern with this subject today is based on the by-products it tends to generate in the relationship existing between the trucking operator and trucking industry on the one hand and the highway official and highway engineer on the other. My concern is with the fact that unwanted mis-understandings have on occasion crept into this relationship and that this is both undesirable and unnecessary. Surely, there is an important and healthy contribution to improved highway transportation which both the trucking operator and highway official and engineer can make by working together closely in a spirit of mutual helpfulness and cooperation.

It is a regrettable fact that in the past a few truckers--I repeat, a few--have on occasion engaged in some undesirable highway transport practices. Such practices are not and will not be condoned by the industry nor by its responsible members. Economic history reveals that in all industries that have grown rapidly--as has trucking--there always have been a few who occasionally have played the game unfairly.

It is the actions of these few that has tended to unjustifiably cloud all the members of an industry. Certainly, it would seem to be unfair for anyone--be he highway user or public official--to judge the trucking industry, comprised of thousands of truck owners, by the unwise acts of a few miscreants.

It is regrettable also that there have been a few among many thousands of truck operators who have not regarded the

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ADMINISTRATIVE FILE
Associated Transport
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ASSOCIATED TRANSPORT, INC.
Executive Offices
380 Madison Avenue
New York 17, N.Y.

Issued at New York, N.Y.
July 16, 1954

TO ALL CONCERNED:

EMBARGO NOTICE NO. 157

Effective immediately embargo all traffic destined to Frank & Seder, Pittsburgh, Pennsylvania on account of labor difficulties.

Please notify all interested parties, post a copy of this notice on the bulletin board of each office and in the receiving station of each terminal and be governed accordingly.

B. M. Seymour
President

cc: All Connecting Carriers
All Company Offices

Mr. W. Y. Blanning, I.C.C., Washington D. C.
Mr. T. L. McClelland, I.C.C., New York, N.Y.
Mr. William E. Blair, I.C.C., Charlotte, N.C.

ASSOCIATED TRANSPORT, INC.
Executive Offices
380 Madison Avenue
New York 17, N. Y.

Issued at New York, N.Y.
July 8, 1954

TO ALL CONCERNED:

EMBARGO NOTICE NO. 156
Cancels
EMBARGO NOTICE NO. 155

Effective immediately embargo all traffic destined to Gimbel Brothers, Joseph Horne Co., Kaufman's Department Store and Rosenbaum Company, Pittsburgh, Pennsylvania on account of labor difficulties.

Please notify all interested parties, post a copy of this notice on the bulletin board of each office and in the receiving station of each terminal and be governed accordingly.

B. M. Seymour
President

cc: All Connecting Carriers
All Company Offices

Mr. W. Y. Blanning, I.C.C., Washington, D.C.
Mr. T. L. McClelland, I.C.C., New York, N.Y.
Mr. William E. Blair, I.C.C., Charlotte, N.C.

ADMINISTRATIVE FILE

Associated Transport, Inc.

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ASSOCIATED TRANSPORT, INC.
Executive Offices
1775 Broadway
New York 19, New York

Issued at New York, New York
November 18, 1953

TO ALL CONCERNED:

CANCELLATION OF EMBARGO NOTICE NO. 154

Effective immediately, Embargo Notice No. 154, issued November 16, 1953,
is cancelled in its entirety.

B. M. Seymour
President

cc: All Connecting Carriers
All Company Offices

Mr. W. Y. Blanning, I.C.C., Washington, D.C.
Mr. T. L. McClelland, I.C.C., New York, N.Y.
Mr. William E. Blair, I.C.C., Charlotte, N.C.

ADMINISTRATIVE FILE

Associated Transport

X

X

ASSOCIATED TRANSPORT, INC.
Executive Offices
1775 Broadway
New York 19, New York

Issued at New York, N. Y.
November 16, 1953

TO ALL CONCERNED:

EMBARGO NOTICE NO. 154

Effective 12:01 A.M. November 17, 1953, embargo all traffic destined to Oak Ridge, Tennessee consigned to the following on account of strike conditions existing at Oak Ridge, Tennessee:

Carbide & Carbon Company
Rust Engineering Company
Maxon Construction Company
Atomic Energy Commission

Please notify all interested parties, post a copy of this notice on the bulletin board of each office and in the receiving station of each terminal and be governed accordingly.

B. M. Seymour
President

cc: All Connecting Carriers
All Company Offices

Mr. W. Y. Blanning, I.C.C., Washington, D. C.
Mr. T. L. McClelland, I.C.C., New York, N. Y.
Mr. William E. Blair, I.C.C., Charlotte, N.C.

ADMINISTRATIVE FILE

Associated Transport, Inc.

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X

ASSOCIATED TRANSPORT, INC.
Executive Offices
1775 Broadway
New York 19, New York

Issued at New York, New York
October 19, 1953

TO ALL CONCERNED:

EMBARGO NOTICE NO. 153

Effective 12:01 A.M. October 19, 1953, embargo all traffic destined to points listed below in State of Florida served by Central Truck Lines, Inc. on account of embargo by Central Truck Lines, Inc.:

Allapattah	Floral City	Mara (Palm Beach	Nelson
Belvedere	Fort Lauderdale	Cy)	North Miami
Boca Raton	Hallandale	Miami	Oakland
Boca Raton Army	Hialeah	Miami Beach	Oakland Park
Air Field	Hillsboro Army	Miami Beach Army	Palm Beach
Boynton Beach	Air Field	Force Training Base	Pompano
Carmen	Hollywood	Miami 36th Street	Port Everglades
Cocoanut Grove	Hypoluxo	Air Base AAF	Riviera
Colohatchee	Lake Park	Miami Shores	Seneca
Coral Gables	Lantana	Miami Springs	Southboro
Dania	Lemon City	Miami Transport Base	Sunny Isles
Deerfield	Likely	Monet	West Palm Beach
Delray Beach	Little River	Morrison Field	Yamato

Please notify all interested parties, post a copy of this notice on the bulletin board of each office and in the receiving station of each terminal and be governed accordingly.

B.M. Seymour
President

cc: All Connecting Carriers
All Company Offices

Mr. W.Y. Blanning, I.C.C., Washington, D. C.
Mr. T.L. McClelland, I.C.C., New York, N. Y.
Mr. William E. Blair, I.C.C., Charlotte, N.C.

ASSOCIATED TRANSPORT, INC.
Executive Offices
1775 Broadway
New York 19, New York

ADMINISTRATIVE FILE
Associated Transport
X
X

Issued at New York, New York
August 12, 1953

TO ALL CONCERNED

CANCELLATION OF EMBARGO NOTICE NO. 150

Effective 10:01 A.M. August 12, 1953, Embargo Notice No. 150 is cancelled in its entirety.

B. M. Seymour
President

cc: All connecting carriers
All Company Offices

Mr. W. Y. Blanning, I.C.C., Washington, D. C.
Mr. T. L. McClelland, I.C.C., New York, N.Y.
Mr. William E. Blair, I.C.C., Charlotte, N.C.

Mr Mohr & Mr Chyffitz

M. D. KRAMER, Associated Transport
180 MADISON AVENUE
NEW YORK 17, NEW YORK

ADMINISTRATIVE FILE
Associated Transport
X
X

Dear Einar
Dear Eddie —

Thought you'd be interested...
First time in 30 yrs they allowed
a trucker on their program!
Met'

NEWS

from ASSOCIATED TRANSPORT, INCORPORATED

1775 BROADWAY, NEW YORK 19, N. Y. JUdson 6-3500
Extension 100 or 119

Release Date . . . AT WILL . . .

WASHINGTON, D.C.

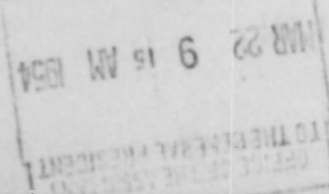
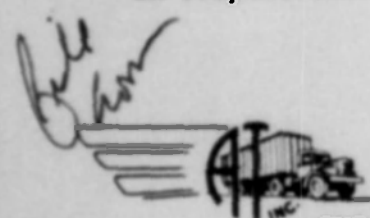
MARCH 11th.....

Milton D. Kramer, Assistant to the President of Associated Transport, Inc. - the nation's largest trucking company - today called for "close cooperation between trucking operators and highway engineers to insure unimpeded development of an improved network of American highways."

Addressing the 30th Annual Convention of the Association of North Atlantic States Highway Engineers, meeting at the Shoreham Hotel, the trucking industry representative recognized, "...the effective job which is being done by State highway officials and their departments -- despite many limitations and severe technical, administrative and financial problems."

Calling attention to the values of cooperative efforts of government, engineers and the trucking industry, Mr. Kramer said, "...circumstances dictate that the motor truck operator turn his attention to a determination of solid solutions for critical problems....By 1960, over 50 percent of our major highway system will need replacement."

"The trucking operator knows he now must move all out into this whole matter of highways. No longer will he be content to simply pay taxes -- one-third of all the taxes assessed against highway users. He knows that if he is involved in responsibility for the condition of the highways, he should know more about them



THE NATION'S LARGEST MOTOR CARRIER SERVING THE PEOPLE OF OVER 3,000 COMMUNITIES

and should cooperate closely with the men who are responsible for their design, construction and maintenance. He realizes that through cooperation between motor truck operator and highway official can come the ultimate goal: the best highway system at the lowest maintenance and transportation costs."

Mr. Kraaer termed the tendency to place the blame for whatever may be wrong with our highways on owners and operators of large trucks as an unjust accusation. "...Blaming the trucker alone tends to obscure the basic conditions and real problems our society must face: highway obsolescence, inadequacy of roads, inadequate funds, diversion of taxes, the addition of 20 million cars and trucks to our traffic in the past ten years," he said.

In his appeal for cooperative understanding to further the drive for better highways, he made these points:

- (1) The public must be acquainted with the basic highway needs.
- (2) A truck operator will agree axle weights must be reasonable to conserve present roads.
- (3) There is need for ~~uniform truck regulations throughout the nation.~~
- (4) The trucker should be permitted a voice in setting standards for future roads.

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PROGRAM

THIRTIETH ANNUAL
MEETING AND CONVENTION



ASSOCIATION OF
HIGHWAY OFFICIALS
OF THE
NORTH ATLANTIC STATES



SHOREHAM HOTEL
WASHINGTON, D. C.
MARCH 10 - 11 - 12, 1954

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1000
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GENERAL INFORMATION

AHONAS Headquarters Office..... West Room
Shoreham Hotel

DELEGATE REGISTRATION

There Is No Charge for Registration

Attendants will be on duty to register delegates from 8:30 A.M. until 4:30 P.M. from Wednesday, March 10 through Friday, March 12. The AHONAS delegate registration desk will be located in the lobby of the Shoreham Hotel.

For the convenience of the ladies, a registration desk has been set up at the Ladies' Headquarters in the Lower Lobby. A Ladies' Program is available at this registration desk as well as other information of interest.

SPECIAL FUNCTIONS

Regional meeting and Breakfast of the Joint Co-operative Committee, American Association of State Highway Officials and the Associated General Contractors of America, Inc., will be held at 7:30 A.M. on Thursday, March 11th in the Louis Seize Room of the Shoreham Hotel.

Tickets for the annual Dinner-Dance to be held in the Terrace Banquet Room at 7:00 P.M. on Thursday, March 11th are on sale at the delegate registration desk in the Main Lobby. Delegates are requested to purchase tickets at the time they register as guaranteees must be given the hotel well in advance on the number of guests to be served.

OFFICIAL PROCEEDINGS

A copy of our Official Proceedings is given to each member of our Association in good standing. If you are not a member of the Association, JOIN NOW, so that a copy of the Proceedings may be sent to you. Application blanks and other information may be obtained at the Registration Desk.

EXHIBITS

Exhibits in the "Highway Industries Show" are presented in the lobby near the convention hall. It will be to your interest and benefit to visit these exhibits.

*Association of
Highway Officials of the North
Atlantic States*

OFFICERS

G. Albert Hill, President
J. N. Robertson, Vice President
A. Lee Grover, Secretary & Treasurer
Kenneth D. Rice, Asst. Sec'y & Treas.

BOARD OF DIRECTORS

Maine.....	Lucius D. Barrows
New Hampshire.....	John O. Morton
Vermont.....	H. E. Sargent
Massachusetts.....	John A. Volpe
Rhode Island.....	George H. Henderson
Connecticut.....	G. Albert Hill
New York.....	B. D. Tallamy
New York.....	Earl J. Maris
New Jersey.....	R. J. Abbott
New Jersey.....	A. Lee Grover
Pennsylvania.....	Edward L. Schmidt
Delaware.....	W. A. McWilliams
Maryland.....	Russell H. McCain
District of Columbia.....	J. N. Robertson

HONORARY DIRECTORS

C. D. Back.....	Pennsylvania
W. W. Mack.....	Pennsylvania
Thomas C. Frame.....	Pennsylvania
W. G. Sloan.....	New Jersey
James Logan.....	New Jersey
William J. Carr.....	Connecticut
H. A. McQuinn.....	Massachusetts
R. M. Robinson.....	Maryland

Wednesday - March 10

FIRST SESSION—10.00 A. M.

Main Ball Room

Presiding—G. ALBERT HILL, *President*
State Highway Commissioner—Connecticut

SINGING OF STAR SPANGLED BANNER

INVOCATION Rt. Rev. Angus Dun
Bishop, Episcopal Diocese
Washington, D. C.

GREETINGS AND WELCOME TO
WASHINGTON, D. C.:

Honorable Samuel Spencer,
President
Board of Commissioners, D. C.
Washington, D. C.

AN ADDRESS: A. E. Johnson, *President*
American Association of State
Highway Officials

AN ADDRESS: Robert M. Reindollar,
President
American Road Builders
Association

PRESIDENT'S ADDRESS: G. Albert Hill,
President
State Highway Commissioner—Connecticut

12 30 P. M. ANNUAL MEETING of the BOARD
OF DIRECTORS

SECOND SESSION—2.00 P.M.

Main Ball Room

Presiding — EDWARD L. SCHMIDT
Secretary of Highways—Pennsylvania

AN ADDRESS: Brigadier General
Louis W. Prentiss,
Engineer Commissioner,
Washington, D. C.

AN ADDRESS: Honorable Francis Case,
Chairman, Subcommittee on
Roads, Committee on Public
Works, United States Senate

AN ADDRESS: Honorable J. Harry McGregor,
Chairman, Subcommittee on
Roads, Committee on Public
Works, United States House
of Representatives

AN ADDRESS: "Transportation and Changing
Economic Conditions"
Wilfred Owen
The Brookings Institution
Washington, D. C.

4.00 P.M. A. A. S. H. O. Regional Meeting
Committee on the Use of Radio in
Highway Departments
H. A. Radzikowski, Secretary
Louis Seize Room—Shoreham Hotel

6.00-7.30 P.M. Reception and Cocktails
Terrace Room
All Registered Delegates and Their
Ladies are Invited

Courtesy of
American Road Builders' Association

Thursday - March 11

THIRD SESSION—10.00 A.M.

Main Ball Room

Presiding—B. D. TALLAMY
Superintendent of Public Works—
New York

AN ADDRESS: "Research as to Effect of Loads on
Pavements"

Fred Burggraf, Director
Highway Research Board
Washington, D. C.

and
Milton Kramer
Assistant to the President
Associated Transport—
New York City

AN ADDRESS: "Developments in the Present Day
Rigid Type Pavement"

A. T. Goldbeck, Engineering
Director, National Cashed
Some Association
Washington, D. C.

AN ADDRESS: "Developments in the Present Day
Flexible Type Pavement"

C. N. Gurner,
Research Engineer
Highway Research Board,
Washington, D. C.

BUSINESS SESSION

Presiding—G. Albert Hill, President
Presentation of Report of the Resolution Committee

FOURTH SESSION—2:30 P.M.

Main Ball Room

Presiding—H. E. SARGENT, Chief Engineer
Department of Highways—Vermont

AN ADDRESS: "Value of Toll Roads"
Charles M. Noble,
Chief Engineer
New Jersey Turnpike
Authority

FORUM ON SUBJECT OF "Status of Controlled
Access Highways"

MODERATOR: CHARLES M. NOBLE, Chief Engi-
neer, New Jersey Turnpike Au-
thority.

SPEAKERS

Vaughan M. Daggert, Assistant Chief Engineer,
State Highway Commission—Maine

Robert H. Whitaker, Construction Engineer, De-
partment of Public Works and Highways—
New Hampshire

John McCloskey, Executive Assistant in Charge of
Project Division, Department of Public Works—
Massachusetts

Frederick W. Hauck, Road Designing Engineer,
Department of Public Works—Rhode Island

G. Albert Hill, State Highway Commissioner—Con-
necticut

J. B. McMorran, Chief Engineer, Department of
Public Works—New York

O. H. Fritzsche, Acting State Highway Engineer,
State Highway Department—New Jersey

E. T. Baker, Assistant Chief Engineer in Charge of
Design, Department of Highways—Pennsylvania

W. A. McWilliams, Chief Engineer, State Highway
Department—Delaware

Allan Lee, Research Engineer, State Roads Commis-
sion—Maryland

AN ADDRESS: "Special Financing of Express
Roads"
Honorable Jesse P. Wolkert,
Chairman, Committee on
Banking and Currency
United States House of
Representatives

7:00 P.M. ANNUAL DINNER DANCE
Terrace Banquet Room—Shoreham
Hotel
Dress Optional

Friday - March 12

FIFTH SESSION—9:30 A.M.

Main Ball Room

Presiding—W. A. McWILLIAMS, Chief Engineer
State Highway Department—Delaware

PANEL DISCUSSION

"Control of Truck Traffic & Oversized Loads"

MODERATOR: W. A. Warrick, Chief Construction
Engineer, Department of Highways
—Pennsylvania

SPEAKERS

John C. Burnham, Assistant to the Chief Engineer,
State Highway Commission—Maine

Robert H. Whitaker, Construction Engineer, De-
partment of Public Works & Highways—New
Hampshire.

Paul H. Gates, Commissioner of Highways—Vermont

Edward J. McCarthy, Highway Traffic Engineer,
Department of Public Works—Massachusetts

Daniel O. Cargill, Bridge Engineer, Department of
Public Works—Rhode Island.

Earle Overhoute, Traffic Engineer, State Highway
Department—Connecticut

V. L. Ostrander, Superintendent of Operation and
Maintenance, Department of Public Works—
New York.

H. G. Van Riper, Highway Planning Engineer,
Department of Highways—Pennsylvania

William J. Miller, Jr., Traffic and Planning Engineer,
State Highway Department—Delaware

George N. Lewis, Jr., Director, Traffic Division,
State Roads Commission—Maryland

William D. Heath, Highway Coordinator, Department
of Highways—District of Columbia

"ELECTRONIC TRUCK WEIGHING"

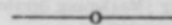
O. K. NORMANN, Chief,
Traffic Operations Section,
Bureau of Public Roads
Washington, D. C.

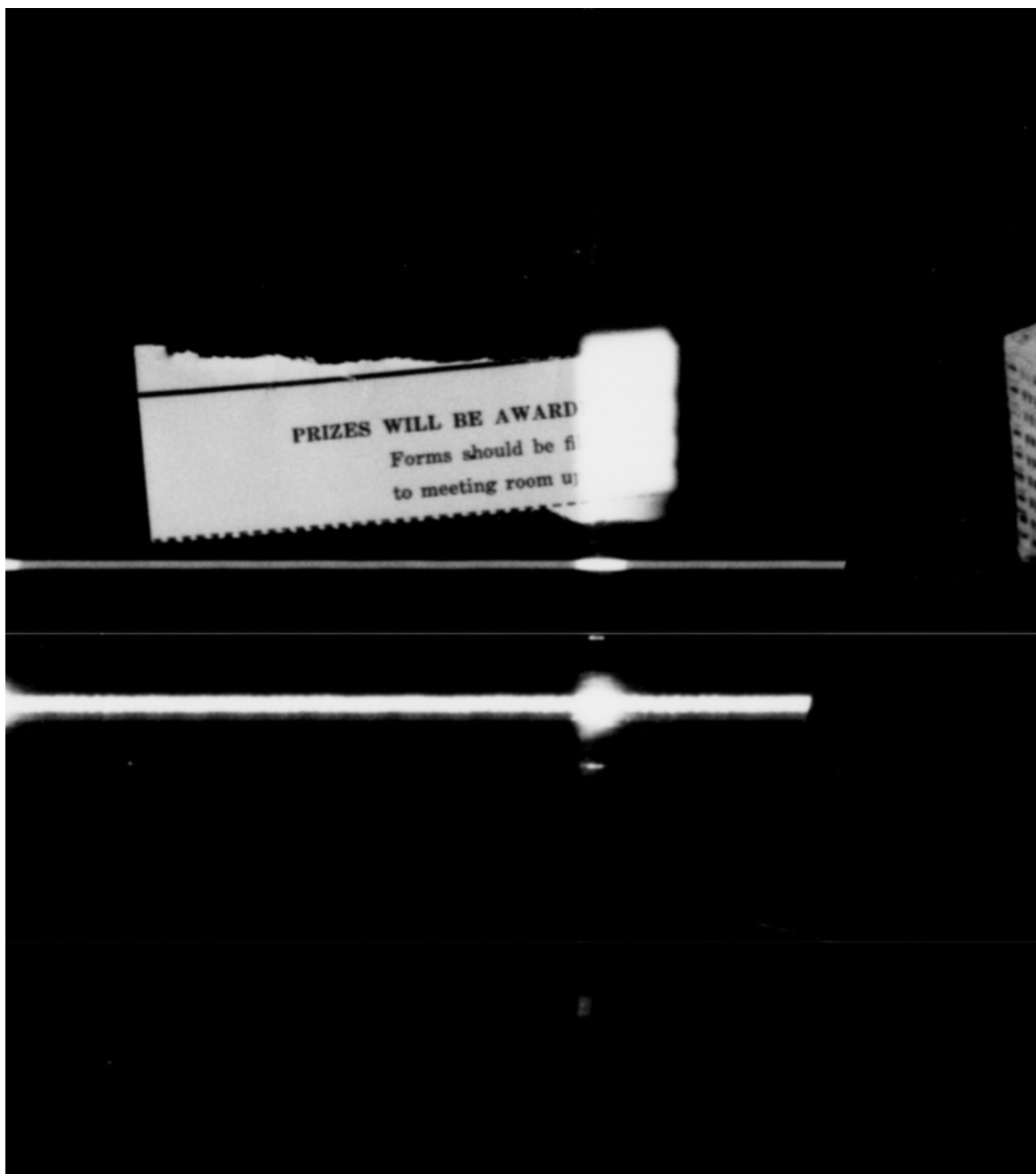
**"THE USE OF VARIED COLORED ROUTE
MARKERS"**

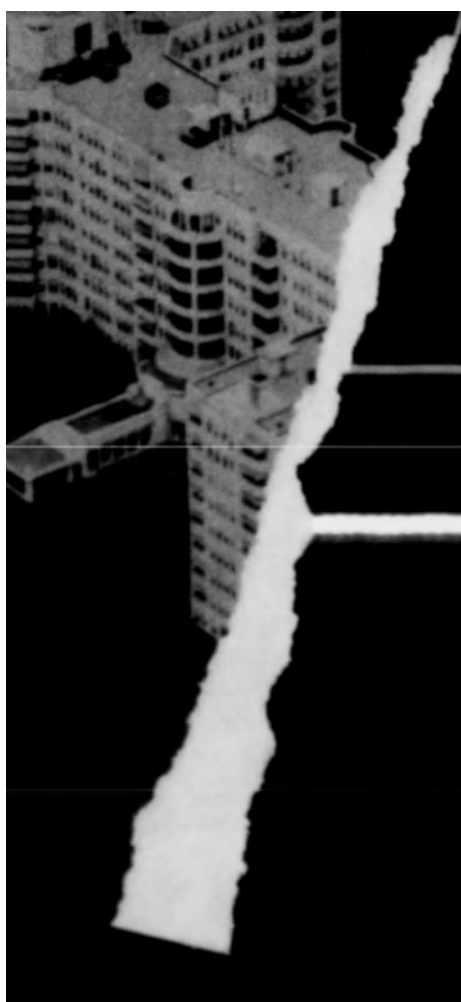
ERNEST, ELLIOTT, JR.,
Highway Engineer (Traffic En-
gineering), State Highway De-
partment—Connecticut

BUSINESS SESSION

Presiding—G. Albert Hill, *President*,
Committee Reports
Installation of Officers







ANNE:

ORIGINAL LETTER DELIVERED TO MR. BECK
IN NEW YORK.

IN THE EVENT HE DOES NOT RECEIVE I AM
SENDING YOU COPY SO THAT HE WILL KNOW
CONTENTS.

THANK YOU!

Isabel Hand

ASSOCIATED TRANSPORT INC.

1775 BROADWAY
NEW YORK 19, N. Y.

March 8, 1958

Dear Dave:

The Special Steering Committee appointed by the American Trucking Association to meet in New Orleans on five days will meet in Chicago this coming Wednesday, March 12th, to present to the Executive Committee of the ATA the following day its recommendations of the type in which ATA should financially support the SCT Committee.

Mr. Friedman and Walter Carey will be there and I am sure we will want to reach you before any answer is given to ATA by the SCT Committee.

Paul Garret is going to meet us Wednesday morning. I want Ray, W. and I, Walter Carey and myself and I am hopeful that a mutually helpful arrangement will result.

I presently have the idea that the SCT Committee should raise its own funds by dinners, subscriptions, donations or any other way or all of them and that ATA's contribution to this kind of program, as opposed to contributions by the three elements of the trucking industry.

I watched and listened to you on TV on Sunday and you were great!

Sincerely,

Mr. Ray Beck
Belmont Astoria Hotel
New York, N. Y.

COPY

WESTERN UNION

10007 NL PO-NEW YORK NY 4

MAR 5 1954

ED CHEYFITZ, INTL BROTHERHOOD OF TEAMSTER UNION
100 INDIANA AVE WASHDC

I SINCERELY HOPE YOU AND EINAR AND I CAN GET TOGETHER
WEDNESDAY EVENING AT TIME CONVENIENT FOR YOU LOOK FORWARD
TO YOUR TELEPHONE CALL ON MONDAY IF YOU MUST GO CHICAGO
THEN ADV EINAR IF HE WOULD LIKE TO GET WITH ME
M D KRAMER ASSOCIATED TRANSPORT

MAR 5 AM 8 44

ADMINISTRATIVE FILE

Associated Transport

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WESTERN UNION

SENDING BLANK

RDV STRAIGHT PD INT BRO OF TEAS MARCH 8, 1954

ADMINISTRATIVE FILE

MR. MILTON KRAMER
ASSOCIATED TRANSPORT
380 MADISON AVENUE
NEW YORK, NEW YORK

Associated Transport
X
K

REURTEL CHEYFITZ MARCH 5. I WILL BE IN NEW YORK
WEDNESDAY THE TENTH. SUGGEST YOU PHONE ME AT
CHELSEA TWO SEVEN TWO FIVE NAUGHT

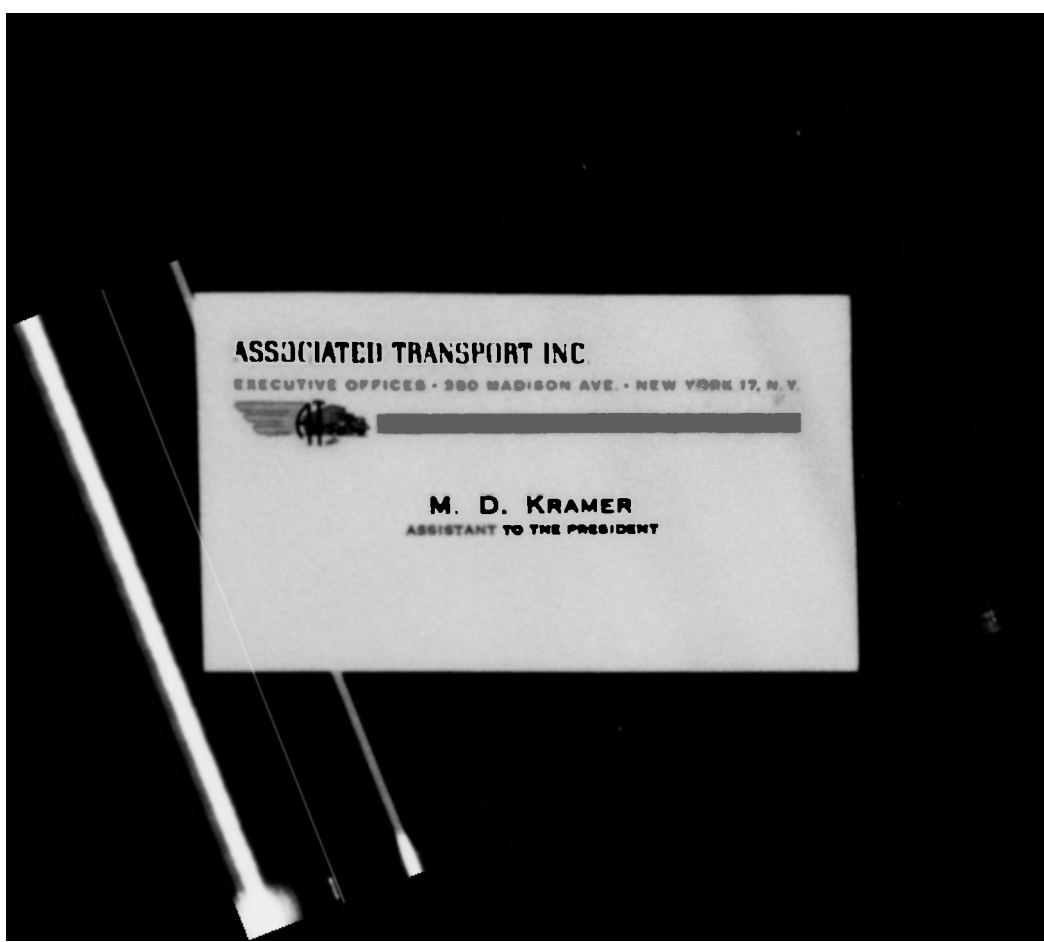
EINAR O MOHN ASSISTANT
TO THE GENERAL PRESIDENT

EOM:b

Send the above message, subject to the terms on back hereof, which are hereby agreed to

PLEASE TYPE OR WRITE PLAINLY WITHIN BORDER—DO NOT FOLD

1207—(1-5-54)



File



Annual Report

1953

**ASSOCIATED TRANSPORT
INC.**

Highlights of the Year

WITH 1952 AND 1943 COMPARISON

	1953	1952	First year of integrated operation after merger 1943
Carrier Operating Revenue	\$43,834,116	\$40,378,252	\$22,672,928
Carrier Operating Expenses	\$42,618,415	\$39,541,961**	\$23,981,719
Carrier Operating Ratio	97.2	97.9**	105.8
Net Earnings Before Income Taxes	\$ 469,732	\$ 888,327	\$ 1,343,077*
Income Taxes	\$ 218,232	\$ 379,105	—
Net Earnings After Income Taxes	\$ 251,500	\$ 509,222	\$ 1,247,682*
Total Current Assets	\$10,281,131	\$12,386,697	\$ 4,615,001
Total Current Liabilities	\$ 3,225,401	\$ 4,351,265	\$ 2,968,115
Ratio of Current Assets to Current Liabilities	3.19 to 1	2.85 to 1	1.55 to 1
Net Tangible Property	\$14,291,224	\$10,787,649	\$ 6,180,755
Total Assets	\$24,919,812	\$23,548,973	\$10,946,263
Stockholders' Equity (Net Worth)	\$ 9,788,500	\$ 9,834,027	\$ 4,552,700
Miles Operated (Including Leased Units)	83,453,000	80,728,000	60,773,000
Tons Transported	1,424,015	1,412,715	1,747,000

*Denotes Loss

**See Footnote No. 1
on Financial Statements



President's Report

New York, N. Y., April 16, 1954

TO THE STOCKHOLDERS OF ASSOCIATED TRANSPORT, INC.:

The freight revenues of your common carrier company reached a record high of \$43,834,116 in 1953. After income taxes, consolidated net earnings amounted to \$251,500.

These disappointing earnings reflect the cumulative effects of delay in the delivery of 1100 new tractors and trailers ordered in 1952; jurisdictional and other labor difficulties arising from the closing of shop facilities rendered unnecessary by the new equipment and the outside maintenance arrangements we made therefore; the absorption of much of the cost, during the latter half of the year, incurred in the liquidation of the manufacturing facilities and production inventories of our subsidiary, Brown Equipment and Manufacturing Company, a serious reduction in available tonnage during the fall months that developed with a general business recession just as the new equipment program was being completed, and a prolonged and extremely costly industry-wide strike in the New England area, which for a time dislocated the orderly operation of practically the whole system. Labor costs in 1953 increased to an all-time high in the areas in which we operate. This blow was not alleviated by adequate freight rate increases—an adverse circumstance reflective of the customary time-lag between the impact of cost increases and the receipt of compensating rate relief.

On the other hand, the basic and demonstrable unimprovements made within your Company during 1953 were most significant and enhance favorably the outlook for 1954 and subsequent years. Vital and specific steps for improved performance were taken in a number of areas of paramount importance. While these far-reaching measures involved a temporary sacrifice of earnings,

the fundamental and ultimate benefits that will accrue will go far toward increasing the profitability of the business.

With the approval of your Directors as to the added expense, sales activities were greatly expanded, additional schedules were instituted where service requirements demanded improvement, and the necessary people and facilities were provided for faster handling of freight at key locations. Fortunately, these measures were planned in anticipation of a slide-off in business and were introduced to ward off effects of the general recession. Under such conditions, better service and increased sales efforts are vital to secure a greater portion of the reduced total of business available. These are believed to be the best and most practical methods to forestall the losses which would follow serious reductions in revenue.

The advantages and benefits of these measures extend even beyond the important consideration of maintaining adequate revenues in times of recession. Of vital importance, both now and for subsequent years, is the salutary effect these measures have had upon our service—which is the only product we have to sell, and which therefore must be developed and maintained at a high level to enable us to both obtain and retain customers, and thus insure satisfactory revenues, financial stability and continued growth.

A major factor in establishing and maintaining a good service is the physical condition of a carrier's fleet and the costs of its maintenance. Here, therefore, the condition of your Company's fleet and the high cost of maintenance combined to impede, and sometimes to prevent, the rendering of proper service between many points. With the

completion of the new equipment program in 1953, the needed improvement of the fleet was accomplished, and maintenance for the first time became controllable and controlled. A reduction in costs per mile of approximately 45% during the past twelve months was realized.

As a result of the attention given to the above-mentioned factors, the Company in 1954 will provide a service that is comparable generally to the best offered by other lines in each area we serve. In addition, and with the cooperation and support of the Teamsters Union, "sleeper" cab service has been arranged between points where Associated has suffered from harmful competitive disadvantages which had an adverse effect upon our ability to render a competitive service.

So that more efficient methods and improved freight handling practices may be formulated for the system, a special engineering survey is being conducted at various key terminals. The firm of Drake, Startzman, Sheahan and Barclay has been retained to conduct this survey and to develop recommendations which will be reviewed by the Management. In 1954, this firm will also survey our subsidiary, Brown Equipment and Manufacturing Company, and restudy its parts and service business.

During the past year, it became possible to negotiate advantageous leasing arrangements for new headquarters at 380 Madison Avenue, at substantially the same net cost. As a result, we now have consolidated our various home-office departments so that they can work together more efficiently on one floor, instead of remaining apart on several floors of two buildings, thus making possible a reduction in office personnel cost.

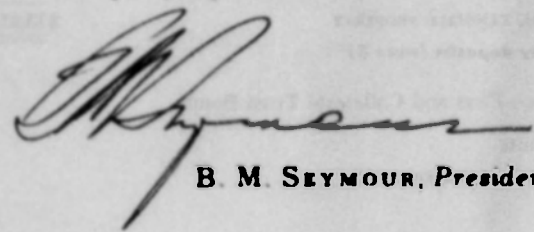
An Examiner's report of the Interstate Commerce Commission, which is being appealed, recommended denial of the application of your Company and other truck lines for authority to acquire the operating rights of Bridgeways, Inc. This involves our operations in Cincinnati and Columbus, Ohio - operations conducted during

the past two years under temporary authority pending final determination by the Commission. Another such report of the Commission, which railroad interests are appealing, recommended approval of our purchase of additional rights to certain areas in North Carolina and South Carolina, which we also operate under temporary authority.

The Finance Committee, particularly through the efforts of one of its members, William D. Witherspoon, has devoted much time and study seeking a means of disposing of the arrears on preferred dividends. Various plans have been suggested and considered, and this important Committee work will continue until a satisfactory solution is found. Because tax considerations under the present laws and regulations of the United States Treasury Department leave little latitude in developing a workable and equitable plan, the proposals for changes in such laws now pending in Congress are of especial interest. Obviously, the adoption of any plan while the law on the subject of tax-free reorganization is being rewritten, would be ill-timed. Meanwhile, the Committee also is weighing the practicality of some reduction in outstanding Preferred Stock by the purchase, from time to time, of such stock in the open market, or by inviting tenders from the holders thereof.

The trucking industry anticipates that 1954 will be a difficult year in our territory. Transportation facilities, on the whole, may exceed the requirements of shippers, and competitive conditions are expected to become intensified on a greater scale. Your Management believes that the forward steps taken in the past two years have produced basic and vital improvements in Associated Transport's financial structure, operations, terminal facilities, equipment, sales and service. Your Company, as a result, now is well-equipped to face the future steadfastly and to make healthy and substantial progress.

Respectfully submitted,



B. M. SEYMOUR, President

By order of the Board of Directors.

Consolidated Balance

December 31, 1953

with comparative figures at December 31, 1952

ASSETS

1953 1952

Current assets:

Cash on deposit and on hand	\$2,648,831.97	1,548,521.75
Special deposits (note 3)	1,203,335.08	1,803,348.93
	3,852,167.05	3,351,870.68

Notes and accounts receivable:

Freight revenue accounts (net of reserve: 1953 \$21,590.00, 1952 \$20,000.00)	\$2,486,936.43	2,703,230.52
Other:		
Customers installment notes receivable (net of reserve 1953 \$0.00, 1952 \$5,953.49)	127,638.30	156,278.53
Customers accounts (net of reserve 1953 \$22,680.45, 1952 \$14,191.67)	114,204.65	341,279.39
Claim for refund of Federal excess profits tax Fradshuf Trailer Company	—	106,448.80
Miscellaneous	105,662.20	1,360,779.00
	2,834,441.58	4,859,078.47

Prepayments:

Tires and tubes on revenue equipment, at 80% of cost	1,136,343.66	856,977.99
Prepaid expenses	528,351.52	553,999.73
	1,662,695.18	1,410,977.72

Inventories (note 2)

	1,831,827.28	2,764,770.32
	10,281,131.00	12,386,697.19

TOTAL CURRENT ASSETS

Tangible property (at cost less reserves for depreciation):

	Carrier operating property	Non-carrier property	Total	
Land (note 5)	\$469,573.93	95,000.80	564,573.93	564,136.96
Structures (note 5)	\$1,977,484.14	119,252.94	2,096,737.08	2,094,576.30
Less reserve for depreciation	689,739.81	16,533.13	706,273.94	443,461.86
	1,467,754.33	102,719.81	1,590,474.14	1,651,114.34
Revenue equipment (notes 4 and 5)	18,613,712.04	—	18,613,712.04	14,059,682.10
Less reserve for depreciation	7,447,427.77	—	7,447,427.77	6,536,807.67
	11,166,284.27	—	11,166,284.27	7,522,874.43
Passenger cars, service cars and equipment	254,302.36	24,234.31	278,536.67	308,187.78
Less reserve for depreciation	194,146.17	21,072.36	215,218.53	222,284.30
	60,156.21	3,161.95	63,318.16	85,903.48
Shop, garage and other equipment	1,563,816.11	280,166.22	1,843,982.33	1,815,807.63
Less reserve for depreciation	1,202,636.38	122,674.75	1,325,311.13	1,163,753.86
	363,977.73	157,491.47	521,469.20	652,053.77
Improvements to leasehold properties	471,537.41	36,556.53	508,093.94	446,061.59
Less reserve for depreciation	200,805.55	14,728.38	215,533.93	167,005.01
	270,731.86	21,828.15	292,560.01	279,056.58
Unfinished construction	92,544.18	—	92,544.18	32,510.74
TOTAL TANGIBLE PROPERTY	\$13,911,022.51	380,201.38	14,291,223.89	10,787,649.70

Special funds - Surety deposits (note 3)

	224,530.34	224,530.34
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Deferred debits:

Deferred expenses - First and Collateral Trust Bonds	97,833.91	113,008.99
4 1/2%	25,583.64	37,867.74
Other deferred debits	—	—
	122,926.55	150,886.73

TOTAL DEFERRED DEBITS

	824,919,811.87	23,548,973.96
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AND SUBSIDIARY COMPANIES

LIABILITIES AND STOCKHOLDERS' EQUITY

	1953	1952
Current liabilities: (exclusive of long-term obligations due within one year):		
Notes payable - unsecured	\$ 1,689,438.32	25,000.00
Accounts and withholdings payable		2,666,071.00
Estimated liability for injury, loss and damage claims (note 3)	893,246.24	904,104.21
Taxes accrued	530,315.84	638,004.44
Other current liabilities	112,400.01	120,085.51
TOTAL CURRENT LIABILITIES	3,225,400.51	4,351,265.16
Long-term obligations:		
Equipment obligations (note 4):		906,432.00
Due within one year	\$1,859,563.86	1,619,586.86
Due after one year	4,287,505.14	2,526,028.86
Real estate mortgages payable:	6,147,080.00	
Due within one year	\$1,000.00	484,333.38
Due after one year	9,000.00	10,000.00
	10,000.00	494,333.38
First and Collateral Trust Bonds, 4¼% (note 5):		
Due within one year	520,000.00	520,000.00
Due after one year	4,815,000.00	5,335,000.00
	5,335,000.00	5,855,000.00
TOTAL LONG-TERM OBLIGATIONS	11,492,069.00	8,875,362.24
Deferred credits	161,842.47	268,319.53
Reserve for injury, loss and damage claims (note 3)	252,000.00	220,000.00
Stockholders' equity:		
Capital stock:		
Preferred 6% cumulative (note 6):		
Authorized, 100,000 shares, par value \$100.00 each.		
Issued and outstanding (1953 39,490 shares; 1952 40,065 shares)	3,949,000.00	4,006,500.00
Common:		
Authorized, 1,000,000 shares of no par value.		
Issued and outstanding, 648,762 shares	1,325,303.73	1,325,303.73
	5,274,303.73	5,331,803.73
Earned surplus (note 5):		
Subsidiary companies - since acquisition	2,579,379.04	2,516,283.48
Associated Transport, Inc.	1,835,817.12	1,965,839.82
	4,415,196.16	4,482,123.30
TOTAL STOCKHOLDERS' EQUITY	9,788,499.89	9,834,027.03
Contingent liability (note 7).	\$24,919,811.87	23,548,973.96

See accompanying notes to financial statements.

AND EARNED SURPLUS		
ASSOCIATED TRANSPORT, INC. AND SUBSIDIARY COMPANIES		
	Year ended December 31, 1953 (note 1) with comparative figures for 1952	
	1953	1952
Carrier operating income:		
Operating revenue	\$ 6,227,376.27	6,501,745.05
Operating expenses:		
Equipment maintenance and garage expense	16,513,768.65	15,391,631.98
Transportation expense	7,755,845.98	6,831,898.26
Terminal expense	1,538,723.22	1,182,579.35
Traffic expense	2,727,489.66	2,779,983.01
Insurance and safety expense	2,797,128.17	2,418,585.26
Administrative and general expense	2,348,358.12	2,040,773.68
Depreciation	2,897,113.97	2,405,551.97
Operating lease and license		39,532,758.56
TOTAL OPERATING EXPENSES (note 1)	42,604,003.14	844,494.35
Net operating revenue	1,230,112.64	8,202.11
Less: of distinct operating unit - debit	14,412.08	836,292.24
Net carrier operating income	1,215,700.56	1,919.30
Other income - (deductions), net:		
Other non-operating income	10,893.48	56,305.22
Less:		
Net loss before income taxes on non-carrier operations of subsidiaries (note 1)	\$ 289,856.21	358,622.54
Interest	428,534.79	17,985.08
Amortization of bond expense	18,831.08	6,213.26
Other deductions from income	24,278.91	439,128.08
Other income - (deductions), net	757,101.05	(748,207.57)
CONSOLIDATED ORDINARY INCOME	(748,207.57)	389,085.46
Extraordinary income - deductions:		
Credits	2,249.07	505,783.60
Charges	2,010.05	16,541.66
EXTRAORDINARY INCOME - NET	239.02	489,241.94
CONSOLIDATED NET INCOME BEFORE TAXES	469,732.03	888,327.40
ON INCOME		
Provision for taxes on income:		
State taxes	(3,052.75)	68,238.99
Federal taxes (includes provision for excess profits tax loss none, 1952 \$106,000.00 credit)	221,284.42	310,865.55
CONSOLIDATED NET INCOME (note 8)	218,231.67	379,104.54
Consolidated earned surplus at January 1	251,500.36	509,222.86
Dividends declared on 6% cumulative preferred stock (1953 \$6.00 per share; 1952 \$1.50 per share)	4,502,223.30	4,053,097.94
Consolidated earned surplus at December 31	4,753,723.66	4,562,320.80
	239,527.50	60,097.50
	\$4,514,196.16	4,502,223.30

See accompanying notes to financial statements.

Notes

TO FINANCIAL STATEMENTS

December 31, 1953

(1) The financial statements for the year ended December 31, 1953, pursuant to a directive issued on March 25, 1954 by the Interstate Commerce Commission, include the balance sheets and income statements of Associated Transport, Inc. and of the following wholly-owned subsidiaries:

Associated Transport of N. C., Inc.
Brown Equipment & Manufacturing Company
(as applicable to carrier operations)
Central Realty Company
Southern New England Terminal, Inc.
Tennessee Valley Area Development Company, Inc.

and include the balance sheets and net operating results of the following wholly-owned subsidiaries:

Associated Terminal Warehouse, Inc.
Brown Equipment & Manufacturing Company
(as applicable to non-carrier operations)
Gem Consolidating Co., Inc.

In prior years, the financial statements included the balance sheets and net operating results only of all subsidiaries.

Accordingly, on the consolidated statement of income and earned surplus, the affected carrier operating expenses have been decreased to the extent of the profits realized by the subsidiaries in transactions with the parent carrier company, and the net income before taxes of non-carrier subsidiaries reflects a corresponding reduction.

For comparative purposes, the figures for 1952 on the accompanying statements have been adjusted to conform with 1953.

(2) Inventories are priced, for the most part, at average cost, with full provision for used or obsolete stock, and consists of the undernoted:

	Associated Transport Inc.	Brown Equipment & Manu- facturing Company	Total
Inventory parts and accessories	\$489,388.12	\$756,676.28	\$1,246,064.40
Tires and tubes in stock	435,271.80	—	435,271.80
Gas, oil and miscellaneous supplies	69,689.94	—	69,689.94
Work in process	—	75,896.09	75,896.09
Manufactured vehicles	—	66,594.91	66,594.91
Repossessed vehicles	—	43,722.99	43,722.99
	<u>\$954,359.96</u>	<u>\$841,892.27</u>	<u>\$1,796,252.23</u>

(3) Associated Transport, Inc. qualifies as a bonded self-insurer for cargo loss and damage and automobile liability for all its operations, and for workmen's compensation in all states except New Jersey and Ohio. At December 31, 1953, Associated Transport, Inc. and Gem Consolidating Co., Inc., estimate their liabilities for reported accidents and claims to be as follows:

Cargo claims—Associated Transport, Inc.	\$149,754.73
Gem Consolidating Co., Inc.	6,119.56
Automobile—personal injury and property damage claims	575,876.52
Workmen's compensation claims	145,263.49
	<u>\$876,994.30</u>

Based on prior years experience, Associated Transport, Inc. has also provided through charges to income, the following

general reserves for unreported accidents and cargo claims:

Cargo loss and damage	\$207,000.00
Automobile liability	39,888.00
Workmen's compensation	15,000.00
	<u>\$261,888.00</u>

To meet its liabilities as a self-insurer, the company has provided special deposits as follows:

In bank accounts, restricted to the payment of injury loss and damage claims cash	\$1,088,222.67
With surety company cash	286,000.00
With New York State Workmen's Compensation Board negotiable U. S. Treasury bonds	24,536.24
	<u>\$1,398,758.91</u>

Notes to Financial Statements — continued

(4) These equipment obligations are secured by 4½% chattel mortgage on certain units of revenue equipment belonging to Associated Transport, Inc. and Brown Equipment & Manufacturing Company. The 1488 vehicles securing the obligations have a net book value of \$2,879,159.00, which amount includes the book value of tires thereon.

Payments on principal and interest are made monthly. The amounts maturing yearly are shown below:

Year	Associated Transport, Inc.	Brown Equipment & Manufacturing Company	Total
1954	\$140,907.56	\$1,319,628.00	\$1,460,535.56
1955	297,719.11	1,319,628.00	1,617,347.11
1956	—	2,879,159.00	2,879,159.00
Total	\$438,626.67	\$5,538,415.00	\$6,077,041.67

Equipment obligations are created from time to time as new equipment is purchased.

(5) On December 14, 1951 Associated Transport, Inc. issued \$5,000,000.00 principal amount of 4½% First and Collateral Trust bonds due August 1, 1956, at par, pursuant to and secured by an indenture of mortgage and deed of trust dated as of August 1, 1951. The company is to pay to the trustee as a sinking fund for redemption and retirement of the bonds either cash or par value of the bonds sufficient to pay principal in amounts and on dates as follows: \$72,500.00 on February 1, 1954, 1955 and 1956; \$447,000.00 on August 1, 1954, 1955 and 1956; \$375,000.00 on August 1 of each year from 1957 to 1958 inclusive; and \$400,000.00 on August 1, 1959. The company at its option may also redeem these bonds in advance in whole or in part during their term at a premium.

The bonds are secured generally (as specified by the indenture) by all land, structures and revenue equipment now owned or hereafter acquired by the company and certain of its subsidiaries and also by the capital stock representing ownership in all subsidiaries. The net depreciated value of the property pledged to secure the bonds is to equal or exceed 120% of the principal amount thereof from time to time outstanding.

Under the terms of the indenture the company may not declare or pay cash dividends, and it and certain of its subsidiaries may not purchase its capital stock or purchase certain types of securities unless after such disbursements (a) the consolidated net working capital (as defined in the indenture) shall be not less than \$1,000,000.00 to December 31, 1953 and \$2,000,000.00 thereafter; and (b) the aggregate of such disbursements subsequent to December 31, 1950 shall not

exceed the aggregate of \$380,000.00 and 70% of the consolidated net income of the company and certain of its subsidiaries accrued subsequent to December 31, 1950. At December 31, 1953 the consolidated net working capital amounts to \$4,885,354.80 and the unrestricted earned surplus amounts to \$830,554.32.

The indenture contains other covenants and restrictions chiefly with respect to increasing indebtedness, consolidations and mergers, sales of stock and assets, maintenance of pledged property, and insurance.

(6) Preferred stock is convertible into common stock on the basis of one share of preferred for three shares of common.

Preferred stock is redeemable at \$105.00 per share and accumulated dividends.

All preferred stock presently outstanding was issued during the period from April 22, 1942 to November 4, 1943.

Dividends on preferred stock were declared and paid in 1953 to the extent of \$6.00 per share. The dividends in arrears at December 15, 1953, the last dividend date in 1953, amounted to \$2,245,215.00. This amounts to \$57.00 per share on the 37,990 shares outstanding at March 15, 1943, and \$53.19 per share on the 1,500 shares issued November 4, 1943.

(7) At December 31, 1953 Brown Equipment & Manufacturing Company is contingently liable to financial institutions in the amount of \$801,585.48 for installment notes receivable sold under agreements to repurchase in the event of default by the makers.

(8) During the year 1953, an unusually large amount of revenue equipment was purchased by Brown Equipment & Manufacturing Company for rental to Associated Transport, Inc. Previously Associated Transport, Inc. had always purchased such equipment. This purchasing by the wholly-owned subsidiary was made necessary by certain terms or limitations contained in the Indenture of Mortgage and Deed of Trust covering the 4½% First and Collateral Trust Bonds.

As the two companies have different depreciation methods, this change in purchasing policy resulted in consolidated net income after taxes being \$151,881.73 greater than would have been the case if Associated Transport, Inc. itself had purchased this revenue equipment.

PLAT MARWICK MITCHELL & CO

CERTIFIED PUBLIC ACCOUNTANTS

SEVENTY FINE STREET
NEW YORK 5, N.Y.

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MINNEAPOLIS
MONTREAL
NEW ORLEANS
NEW YORK
PHILADELPHIA
PITTSBURGH
SAN FRANCISCO
ST. LOUIS
ST. PAUL
WASHINGTON
WICHITA

AFRICA
AMERICA
ASIA
AUSTRALIA
CANADA
CENTRAL AMERICA
EUROPE
HONG KONG
INDIA
JAPAN
MEXICO
SOUTH AMERICA

REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To the Board of Directors
Associated Transport, Inc.:

We have examined the consolidated balance sheet of Associated Transport, Inc. and subsidiary companies as of December 31, 1953 and the consolidated statement of income and earned surplus for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the accompanying consolidated balance sheet and consolidated statement of income and earned surplus present fairly the financial position of Associated Transport, Inc. and subsidiary companies at December 31, 1953 and the results of their operations for the year then ended, in conformity with principles of accounting prescribed by the Interstate Commerce Commission applied on a basis consistent with that of the preceding year except as to the changes explained in notes 1 and 8 of the notes to financial statements with which we concur.

PLAT MARWICK MITCHELL & CO.

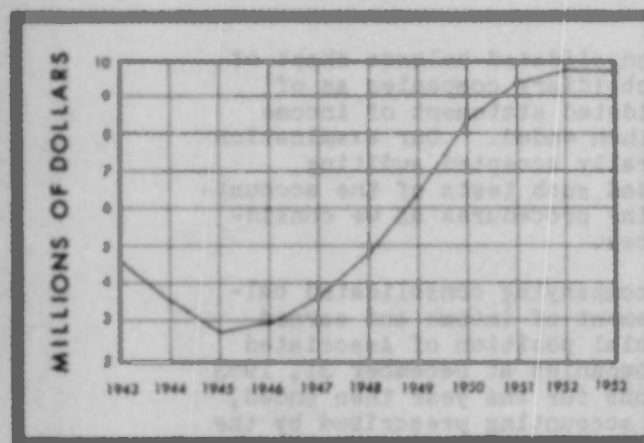
New York, N. Y.
April 7, 1954

Facts and

STOCKHOLDERS' EQUITY

The sound financial structure of Associated Transport, achieved during the past years, furnishes a solid foundation for building future strength and for improving the profitability of the business. This fact, apparent despite the temporary sacrifice of earnings over the past two years, is highlighted in the chart below which illustrates the steady improvement in the value of the stockholders' investment. In the ten years from December 31, 1943, the Consolidated Net Worth increased from \$4,552,700 to \$9,788,500. Also, as shown in the Highlights on the first page of this report, the ratio of current assets to current liabilities rose from 1.55 to 1, to 3.19 to 1, during the same period.

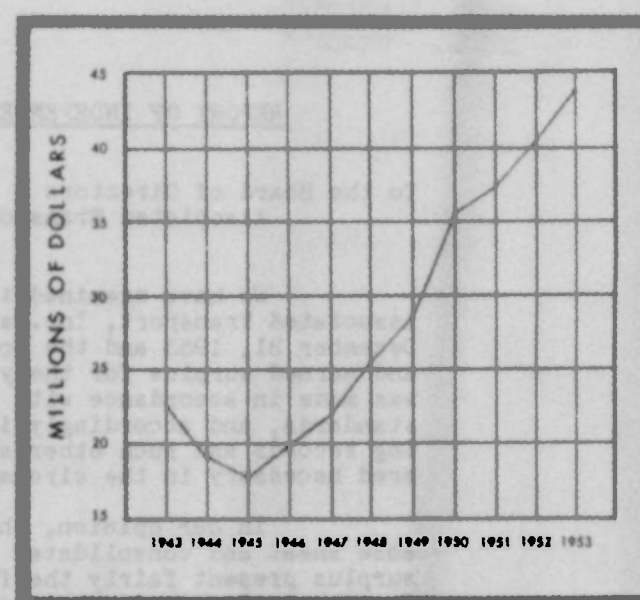
Both these significant developments reveal the vital improvement in the financial stability of the Company, a prime objective of the Management.



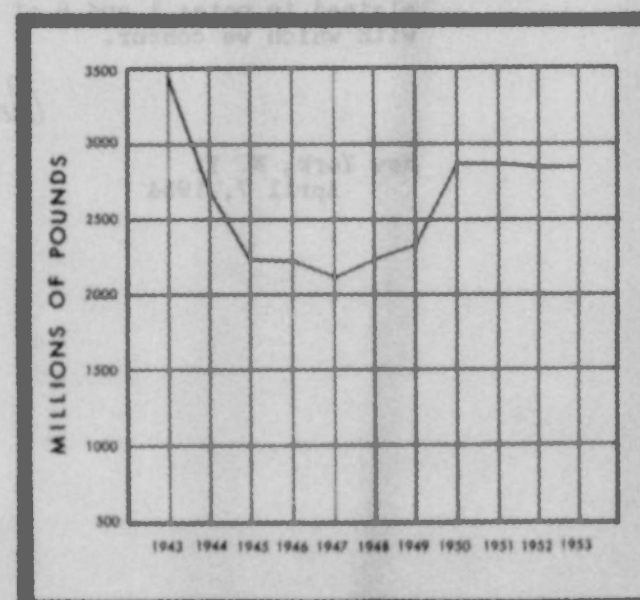
REVENUE VOLUME AND TONNAGE VOLUME

As shown in the charts below, the Company maintained its tonnage volume and increased its revenue volume in 1953, despite the slide-off in general business. Greatly expanded sales efforts in the past year, which made these results possible, will continue unabated in 1954.

Revenue Volume



Tonnage Volume



EARNINGS

Below is a tabulation of earnings for the past five years.

Year	Earnings After Income Taxes	Earnings Per Share	
		Preferred	Common
1953	\$ 251,500	\$ 6.28	\$.02
1952	509,223	12.71	.41
1951	1,128,932	29.19	1.37
1950	2,000,185	50.15	2.73
1949	1,478,880	36.91	1.91

While the results of the past two years have not been gratifying, the vital improvements that now have been effected in the Company's sales and operational activities definitely improve the potential for earnings in 1954 and the future.

Figures

DIVERSIFICATION OF BUSINESS

The 1953 tonnage, as shown below, represents a continuing and healthy diversification of the business of the Company. Associated's total volume of business is derived in approximately equal parts from all four geographical areas in which sales activities are conducted.

Percentage		Area	Values (Tons)		Difference
1953	1952		1953	1952	
25%	24%	Middle Atlantic	353,000	329,000	+24,000
23%	26%	New England	325,000	370,000	-45,000
28%	28%	Southern	385,000	387,000	+2,000
24%	22%	Western	341,000	317,000	+24,000
100%	100%		1,404,000	1,413,000	+9,000

REVENUE EQUIPMENT

At December 31, 1953, the Company operated in revenue service 4,079 units consisting of 1,616 tractors, 2,328 trailers, and 135 straight trucks. In addition, the Company owned 210 units which were in the process of being disposed of as a result of replacement occasioned by the special equipment program previously instituted.

SAFETY ACTIVITIES

The comprehensive safety program of the Company was integrated further within operational activities in 1953. A reduction in traffic accident costs was achieved in the face of the increasingly congested traffic areas within which the Company operates.

EMPLOYEE RELATIONS AND TRAINING

Emphasis has been placed in 1953 upon the conducting of practical training projects. Special sessions for supervisors have been held and are being continued throughout the system. Terminal manager training also will be provided in 1954.

Special publications, awards and contests, employees' clubs and a company magazine are being utilized to build effective employee relations for 1954 and for the future in Associated's family of approximately five thousand employees.

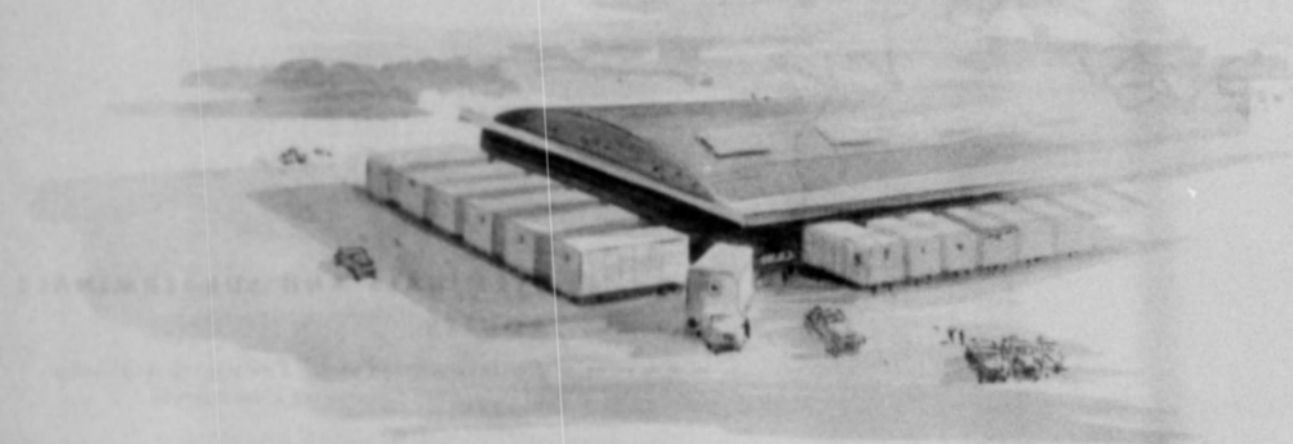
PUBLIC RELATIONS

The Company continued its selected public relations activities during 1953, in order to develop good will for the Company and toward the industry, and for protection against attacks from competing forms of transportation.

STOCKHOLDERS

The record at the close of 1953 revealed that the Common Stock (648,762 shares) of the Company was in the hands of 1,179 stockholders, who resided in 42 states and Canada.

The Preferred Stock (39,490 shares) was owned by 543 stockholders located in 27 states.



Terminals and Routes



- TERMINALS AND SUB-TERMINALS
- ROUTES
- - - Routes operated under Temporary Authority of Interstate Commerce Commission.



Associated's new fleet of rugged, dependable equipment is designed to provide the shipping public with the finest, fastest and most flexible transportation service in America.

TERMINALS

Albany, N. Y.	Montville, Conn.
Atlanta, Ga.	Nashville, Tenn.
Avenel, N. J.	New York, N. Y.
Baltimore, Md.	Norfolk, Va.
Binghamton, N. Y.	Paterson, N. J.
Boston, Mass.	Philadelphia, Pa.
Bridgeport, Conn.	Pittsburgh, Pa.
Bristol, Va.	Pittsfield, Mass.
Buffalo, N. Y.	Providence, R. I.
Burlington, N. C.	Richmond, Va.
*Charleston, S. C.	Roanoke, Va.
Charlotte, N. C.	Rochester, N. Y.
Chattanooga, Tenn.	Rome, Ga.
*Cincinnati, Ohio	Spartanburg, S. C.
Cleveland, Ohio	Springfield, Mass.
Erie, Pa.	Syracuse, N. Y.
Greenville, S. C.	Utica, N. Y.
Hartford, Conn.	**Wallace, S. C.
Hickory, N. C.	Washington, D. C.
Knoxville, Tenn.	Waterbury, Conn.
Lawrence, Mass.	Wilkes-Barre, Pa.
Linden, N. J.	Worcester, Mass.

SUB-TERMINALS

Allentown, Pa.	High Point, N. C.
Anderson, S. C.	Kingsport, Tenn.
Asheville, N. C.	Lynchburg, Va.
*Columbus, Ohio	Martinsville, Va.
*Columbia, S. C.	New Bedford, Mass.
Concord, N. C.	Raleigh, N. C.
Durham, N. C.	Rochester (Beaver Valley) Pa.
Elmira, N. Y.	Rock Hill, S. C.
Fayetteville, N. C.	Shelby, N. C.
Gastonia, N. C.	Winston-Salem, N. C.
Greensboro, N. C.	

RELAY STATIONS

Lexington, N. C.	Tannersville, Pa.
New Cumberland, Pa.	Winchester, Va.

CALL STATIONS

Belmont, N. C.	Meadville, Pa.
Brockton, Mass.	Newton, N. C.
Danville, Va.	Oneida, N. Y.
Dunkirk, N. Y.	Rockingham, N. C.
Fall River, Mass.	Salisbury, N. C.
Fitchburg, Mass.	Scranton, Pa.
Homer, N. Y.	Shelby, N. C.
Lexington, N. C.	Spindale, N. C.
Lincolnton, N. C.	Thomasville, N. C.
Little Falls, N. Y.	Ware, Mass.
Marion, N. C.	Westfield, Mass.

SALES OFFICES

Birmingham, Ala.	Memphis, Tenn.
Boston, Mass.	Portland, Me.

*Two Terminals—One for northern operations and one for southern operations.

**Operation into this city under Temporary Authority of Interstate Commerce Commission pending action upon application for Permanent Authority.

***In addition to those terminals at which relays are made.



Associated Transport, Inc.

380 Madison Avenue, New York 17, N.Y.